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LOCKSMITH LEDGER International

August 2023 Volume 83, Number 8

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2023 NEW PRODUCTS

- Multifamily Security
- Detex Marks 100 Years
- Portable Key Machine
- Multi-Point Installation
- New Product Spotlight

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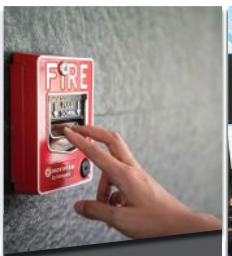

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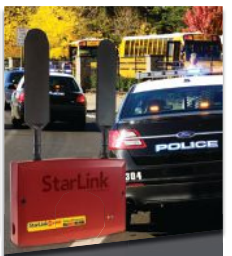

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How Cloud-Based Security Ignites Digital Transformation
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Locksmith Ledger analyzes the results of our survey of qualified subscribers to paint a picture of the forces that affect North American locksmiths and security pros and quantify those effects on market performance. Subscribers can download the full 2022 report at **https://locksmithledger.com/21281595.**

Top Products:
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Calendar of Events:
Looking for a security industry event to attend? Our Calendar of Events lists upcoming in-person and online educational opportunities. View them at **www.locksmithledger.com/events.**

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by Paul Ragusa, Senior Editor

Exciting New Products, and Outlook for 2023

This month's "New Products" issue features nine pages (starting on page 24) of new products from the top companies in security today. You can also find 22 company profiles (starting on page 48), which provide a closer look at what each of these companies is focusing on, in addition to getting better acquainted with the products and services each offers.

For me personally, it is nice to see so much activity on the technology and product side of things, as that was the theme at the SHDA conference earlier this year, where I met with nearly 40 manufacturers over three days. Many were excited to be showing off new products again, with more on the way, which we are seeing the fruit of now in the pages of this issue.

Another common theme among manufacturers at SHDA when asked about 2023, was that their project pipelines were full, with business getting back to pre-pandemic levels. That was good to hear, as it seems despite some uncertainty in the current U.S. economy, the security industry continues to show positive signs of growth and a strong business climate for Q3 and beyond.

The latest Security Industry Association (SIA) Security Market Index survey gives even more reason to be hopeful. For example, The Security Market Index found that 77% of the survey pool – which comprises industry leaders who represent a cross section of SIA membership – describe conditions at their company as "excellent" or "good," with 34% reporting the highest rating. A similar number – 78% – said they expect conditions to improve during the next three months, with 22% saying they will get "much better" and 56% predicting conditions would get "a little better."

Some respondents commented on growth at their companies, with one saying, "We have more projects in the first quarter than any other prior year" and another observing that, "Customers are starting to spend and investigate more tech spending."

Ron Hawkins, director of industry relations, noted that more than three-fourths of respondents were bullish on the current state of business, and for Q3. In the SIA survey, one respondent summed up the influence of uncertain economic conditions, noting that conflicting factors make predictions difficult, since there is "continued strong demand for all types of security services/solutions [but] inflationary pressures, reductions in capital spending and availability of qualified labor are headwinds we expect to grow stronger in the second half of the year."

And speaking of the U.S. economy, The Federal Reserve paused another interest rate increase in June, the first time doing so in more than a year, although there is speculation that rates will rise more in 2023. Stay tuned!

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30 Burton Hills Blvd, Ste. 185,
Nashville, TN 37215
800-547-7377

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Editorial Director Steve Lasky
847-454-2719
slasky@endeavorb2b.com

Senior Editor Paul Ragusa
224-303-0611
pragusa@endeavorb2b.com

Managing Editor Emily Pike
epike@endeavorb2b.com

Contributing Editors
Steve Fryman • Steve Kaufman • Tim O'Leary
Cameron Sharpe • Wayne Winton • Steve Young

SALES

Group Publisher Jolene Gulley-Bolton
480-524-1119
jgulley@endeavorb2b.com

Sales Representative Brian Lowy, 847-454-2724
brlowy@endeavorb2b.com

Classifieds & Marketplace Amy Stauffer, 920-259-4311
astauffer@endeavorb2b.com

Art Director Erica Paquette
epaquette@endeavorb2b.com

Production Manager Jane Pothlanski
jpothlanski@endeavorb2b.com

Ad Service Manager Carmen Seeber
cseeber@endeavorb2b.com

Audience Development Manager Delicia Poole
dpoole@endeavorb2b.com

LIST RENTALS

Account Executive InfoGroup, Michael Costantino
Michael.Costantino@infogroup.com
402-836-6266

InfoGroup, Kevin Collopy
Kevin.Collopy@infogroup.com
402.836.6265

ENDEAVOR BUSINESS MEDIA

ENDEAVOR BUSINESS MEDIA, LLC

CEO Chris Ferrell
President June Griffin
CFO Mark Zadell
COO Patrick Rains
CRO Reggie Lawrence
Chief Digital Officer Jacquie Niemiec
Chief Administrative and Legal Officer Tracy Kane
Buildings/Lighting/Digital Infrastructure Group Publisher Lester Craft

SUBSCRIPTION CUSTOMER SERVICE
888-556-2272
circ.locksmithledger@omeda.com
P.O. Box 3258 • Northbrook, IL 60065-3258

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by Paul Ragusa

» **Smart locks and keyless entry is in high demand within the multifamily housing space.**

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Multifamily Housing Sector Heating Up

dormakaba experiencing strong growth with their end-to-end smart lock solution

The rise of the multifamily housing sector within security, often referred to as proptech, is driving demand for smart locks and mobile credentialing solutions at a rapid pace. For example, approximately 10 percent of U.S. internet households, or more than 12 million households, own a smart door lock, nearly double the adoption rate five years prior, according to the latest Parks Associates' research from our July issue. What's even more telling is three out of four multi-dwelling unit (MDU) property managers find the ability of smart door locks to minimize key replacement costs "very appealing," while 73 percent of MDU properties with smart door locks use the devices to grant access to units remotely for unaccompanied viewings, package delivery or third-party services.

Smart lock and mobile access trends are here to stay, which is why manufacturers are turning their attention to providing total solutions in this area.

"Interest and adoption of electronic locks have been strong over the last five years and get stronger each year."

— Bobby Welliver, AVP, Multifamily Housing Solutions, dormakaba

"Interest and adoption of electronic locks have been strong over the last five years and get stronger each year," says Bobby Welliver, AVP, Multifamily Housing Solutions, dormakaba. "We are seeing incredible growth of, and interest in, smart locks and mobile access solutions. Streamlining operational efficiencies while reducing property liabilities are two of the most common discussions our multifamily housing group has daily with developers and management teams. Today, access control solutions play a huge role in these initiatives and should be discussed in detail."

He continues, "For the past 25 years, dormakaba has specialized in property wide solutions, combining the necessary software, hardware, and technologies needed to streamline the resident experience and deliver full control to ownership/management teams. This includes modern features like BLE mobile credentials, secure pin code deployment and use of highly secured physical credentials, all through a single graphic user interface."

As Welliver explains, dormakaba's complete multi-housing access control solutions are commonly featured in market rate apartments, urban luxury or garden apartments, multifamily complexes, student housing and campuses, senior living facilities, camp workforce housing, and military housing.

"In the multi-housing industry, the right access control solution can give your property an advantage," says dormakaba. "Security, service, and amenities are important factors to residents when searching for a place to live. Our solutions help you attract residents with secure access systems that make their lives easier. By seamlessly integrating electronic apartment locks, perimeter access controls and access management software into a single system you can help residents make the smart choice."

Welliver adds that perimeter access is a vital part of a property wide solution, securely allowing third-party delivery companies, service providers and resident guests seamless and secure access. "This is a common conversation today and requires a full system and technology discussion/design to deploy correctly," he says.

Mobile Access

When it comes to multifamily housing and rentals, mobile solutions are a vital part of the overall multi-housing security equation. "Our BlueSky mobile solution is a secure end-to-end mobile credential application using best-in-class Legic Connect technology, which is a complete dormakaba offering," Welliver points out. "For example, when using our Community/ Keyscan and Saffire browser-based lock solution together, the use of BLE, RFID credentials and pin codes are all available as well, delivered in a traditional on-premises solution that delivers full ownership to developer/management teams with a very scalable approach."

» **Safire Evo lock from dormakaba.**

Using the dormakaba mobile access solution, residents can conveniently use their mobile device with Saffire to access their residence, as well as perimeter, elevator, parking and other common areas. Saffire LX Series from dormakaba features the latest RFID technology and offers contactless reader technology designed to enhance access control convenience for residents and improve operational efficiency for property managers. The Saffire LX comes with Bluetooth Low Energy (BLE) included and is available in a suite of models and amenities including the option of issuing mobile, fob, wristband, or keycard credentials.

Saffire smart lock features include:

- Maximized security and reliability with sealed, built-in contactless RFID reader.
- Mobile access enabled lock.
- Meets BHMA Grade 2 certification.
- Supported by Community Access Management Software for intuitive keycard control.
- Over-the-air lock updates.
- Integrates with third-party systems and solution developers for energy management, video management, visitor management, IOT, resident communication, and more.

"Saffire EVO delivers a 'pure API' approach to our electronic access control solutions using property wide WI-FI communication that can seamlessly integrate with our network of supported third party IOT/Property Management System providers," Welliver explains. "This includes the convenience of the use of Bluetooth/ BLE mobile devices, RFID credentials and secure pin codes for access to resident units, common areas and perimeter access points."

Cloud-based Management Platform

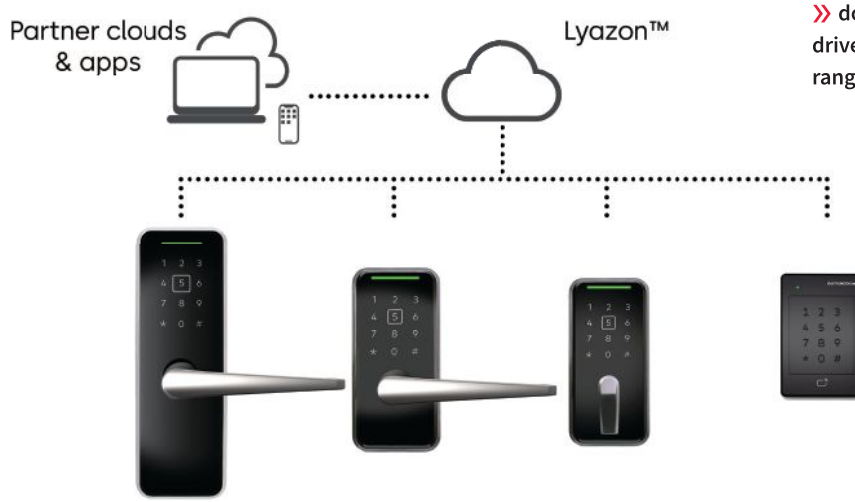
Having the ability to manage the entire property of units, or multiple properties effectively requires a management platform that can be accessed via the web and remotely using your phone. For example, dormakaba Lyazon is a cloud-based API driven platform that integrates with a wide range of third-party systems and solutions for property technologies, smart home automation, energy management, resident portal apps, etc.

Lock Must-Haves:

- Function in the high use setting of the commercial VR industry. Locks must withstand rougher use and higher traffic from guests, staff, maintenance workers, and vendors.
- Continue to operate regardless of weather conditions—salt air, blowing sand, high winds, storms, extreme cold.
- Meet building codes, homeowners' association regulations, and condo requirements.

The overall ROI for keyless access control:

- Increased security and safety; reduced liability concerns. Lost keys that cause lock replacements are a thing of the past. So are manual lock box recoding, key distribution at check in/check out, and security breaches due to rogue keys. An online access system delivers entry/exit notifications in real time.
- Operational and cost efficiencies for owners and managers. You control all functions from a single online dashboard. Guests, staff, maintenance, housekeeping, and vendors all receive individual time-sensitive access codes on their smartphones. The codes are activated and deactivated at precise times and dates to allow access. You'll have real-time, 24/7 control of property access from your smart provider phone, tablet, laptop,or desktop.
- Utility cost savings. Add an Internet-connected device, such as an Oracode Smart Controller to your system and you can control thermostats, lighting, and more via integration with an enterprise property control like BeHome247 or another respected provider.
- Deliver the 21st century stay your guests expect. Most VR guests value secure keyless access and home automation are willing to pay a premium rate for it.



» dormakaba Lyazon is a cloud-based API driven platform that integrates with a wide range of third-party systems.

"Lyazon offers a very streamlined approach with supported third party IOT/Property Management System providers to manage access seamlessly through their own, unique interfaces – mobile or web," notes Welliver. "Connecting through property wide Wi-Fi allows property management and ownership teams full control of their properties' access points without the need of additional hardware or hubs."

Choosing the Right Lock

In dormakaba's white paper on the growth of multifamily solutions, one of top considerations recommended for facility owners and installers is lock durability, noting that it is important to "recognize that door locks for vacation rental (VR) properties must operate smoothly under conditions much different than those in a normal residential environment."

Ultimately, when it comes to choosing the right lock, "ask prospective vendors direct questions about measurable lock durability," dormakaba explains. "Have them specify their average battery life, and replacement frequency. Have them give examples of their lock's reliability in harsh environments and operating conditions.

If your properties are subject to exacting building codes, verify that their locks comply. Quality locks mean lower maintenance and replacement costs. Reliability will free your staff to focus on other tasks.

Oracode locks are tamper-resistant with an average life of 7-10 years or more. Oracode also offers anti-corrosion finishes for the most challenging environments."

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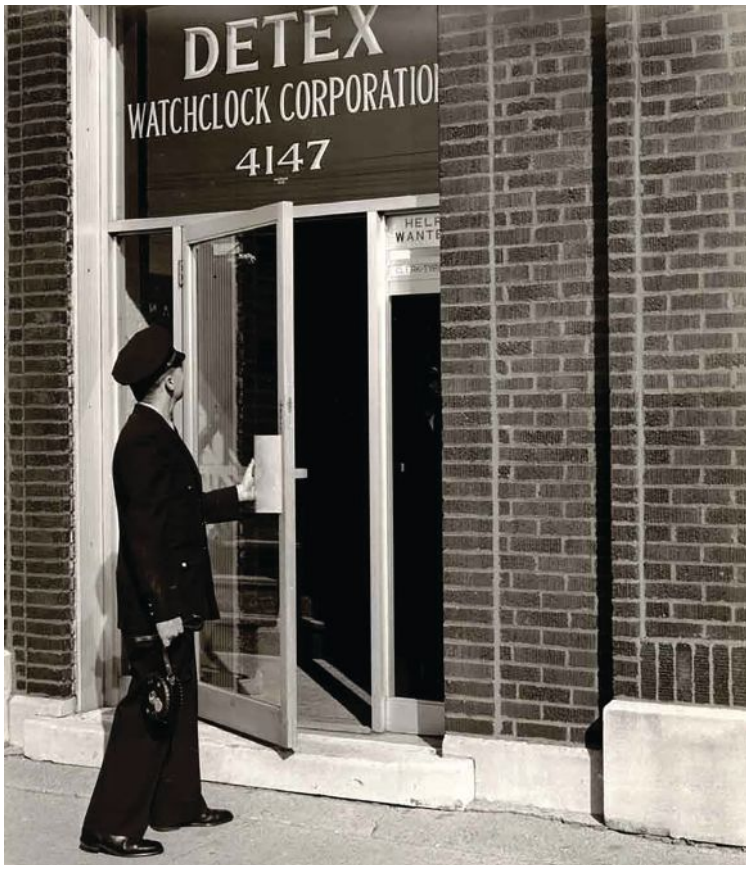
by Paul Ragusa



» A guard outside the original Detex Watchclock Corp. building in Chicago.

Detex Corp. Turns 100

One of nation's oldest and largest security door hardware companies celebrates its centennial

Sustaining a successful company for a century is kind of rare these days within the security industry. The Detex Corp., one of the nation's oldest and largest security door hardware companies, has achieved just that as it celebrates its 100th Anniversary in 2023.

» Detex President and CEO Ken Kuehler

The Detex centennial commemoration is ongoing throughout 2023 as the company highlights key moments in its history, hosts events for employees and customers and conducts a series of community service projects. While very few businesses in any industry withstand the test of time to reach their centennial, Detex Corp. is proud to be one of just a couple of door hardware manufacturers to claim this distinction.

"When you ponder the dramatic changes that have occurred and the breathtaking progress that has been made over the past 100 years, you must be impressed with any company that has not only survived and endured such a dynamic era but flourished as well," says Detex President and CEO Ken Kuehler. "We are proud of our company's rich history and are grateful for the people who have helped Detex evolve from a small watchclock maker into an industry-leading manufacturer of life-safety and security products. With constant improvement as our goal, the great Detex team will continue to move forward into an exciting future.

The centennial celebrations and community service events are taking place in New Braunfels, Texas, where the company's headquarters are located. These events will recognize and thank the customers and employees who have helped make Detex Corp. successful over the past century.

"We are privileged to have outstanding, loyal customers, and this year we want to take the opportunity to thank them for their continued confidence," says Kuehler. "As we look to our next 100 years, our commitment to delivering quality products and superior support services while practicing the highest ethical standards will continue to be our business model."

In addition to being one of the top security door hardware companies in the country, Detex also represents a variety of other major equipment lines and maintains an extensive parts inventory and dedicated service capabilities. Today, as it has throughout its history, Detex continues to serve the needs of the construction market and other industrial segments. The company also remains committed to top quality customer service and prides itself in having played a major role as a good corporate citizen in all the communities it has served.

For more than a century, Detex has earned the trust of architects and owners who rely on Detex products for the safety and security of people and property. Detex designs, manufactures, markets and ships products around the world from its

headquarters in New Braunfels, Texas. Detex is known internationally for life safety and security door hardware, loss prevention and architectural hardware, integrated door security systems and guard tour verification.

Leadership Changes in 2023

In May Detex announced that the Board of Directors unanimously approved the appointment of Kuehler as both president and CEO of Detex Corp. This followed a decision by Philip N. Haselton to step down from his role as CEO, although he continues as chairman of the board. Kuehler had been promoted to president in February of 2022 following the retirement of John Blodgett, who also remains a member of the Detex board of directors.

» Detex headquarters building in Chicago

» Detex's original Watchclock product

As president, Kuehler has been responsible for spearheading the company's expansion and consolidation efforts as well improving operational efficiencies. He brings to the task 28 years of experience in the security door hardware market, the last 22 serving in various leadership roles at Detex, including National Account Manager, Marketing Manager, Director of Marketing & Sales, General Manager, Vice President, COO, and now both president and CEO. Kuehler holds a B.S. in Criminal Justice from Texas State University.

As director of marketing & sales, Kuehler helped propel Detex sales to record levels. As vice president and COO, he was instrumental in simultaneously managing the restraints of COVID and expanding operations while overseeing process improvements.

"Throughout his tenure at Detex Corp, Ken has consistently demonstrated exceptional leadership skills, a strong focus on innovation, and an unwavering commitment to our company's success during an era of unprecedented difficulties," the board said in the announcement, noting that it has full faith that he will build upon the company's achievements and continue driving the company's growth trajectory.

"His appointment reflects the Board's confidence in his abilities to guide Detex Corp. through new challenges, capitalize on emerging opportunities, and uphold our commitment to excellence in all aspects of our business. We are confident that with Ken at the helm, Detex Corp. will thrive and reach new heights. We thank you for your continued dedication and hard work, which are the foundation of our success. Your contributions play an integral role in shaping our company's future, and we look forward to embarking on this new chapter together."

A Brief History

The Detex Corp. we know today has its roots in the Newman Clock Company, which began to manufacture and sell stationary watchclocks (see photo) in the 1870s. Watchclocks were used by security guards as part of their regular premises patrols. Basically, watchclocks contained a clock to keep time and some kind of paper disc or a length of paper strip which was locked inside the watchclock. Keys, each with a different shape, would be hung at each checkpoint along the guard route. Guards were required to stop at each checkpoint, then manually insert and turn the individual checkpoint key. An imprint would be made on the paper

» For 100-year celebration, Toshiro Saiki (on left) from the Builders Hardware Division of Ryobi presents Detex President and CEO Ken Kuehler with framed prints by famed artist Utagawa Hiroshige.

showing the checkpoint location and time of imprint, which ensured that the guard was present at each checkpoint.

Three distinct types of watchclocks have existed side by side since the middle of the 19th Century – stationary, electrical, and portable. Each offers unique approaches to assuring a guard's location when a registration is made. All three types provide a high degree of certainty that a watchman was where the registration indicates he was, and when.

In 1923 the Newman Clock Company was consolidated with Watchman's Clock and Supply Company, Eco Clock Company and the watchclock division of Hardinge Brothers Inc. and adopted the name of Newman Watchclock Corporation. A few months later the name was changed to Detex Watchclock Corporation.

The Detex mechanical watchclock line improved their products over the years and offered four basic models. These included the Guardsman tape model, the Newman watchclock, the Saf-T-Chek and the Newman Quartz models.

Electronics also affected the watchclock market so in 1990 Detex forged a partnership with Securitron Electronics to distribute the GCS line of electronic guard tour systems in the North American market. Detex Corporation discontinued the manufacture of mechanical watchclock systems on Dec. 31, 2011. Electronic Guard Tour systems continue to be a part of the Detex Corporation product line.

» The Advantex 10 Series wide stile exit device offered by Detex

In 1963 Detex Watchclock Corporation introduced a new line of security hardware products. At that time 'Watchclock' was removed from the company name and Detex Corporation became the official company name. These new security hardware products formed the basis for many types of Detex products which locksmiths recognize today.

Detex Corporation acquired the F Systems Corporation in 1993. This company offered products such as access control systems and optically controlled turnstiles. This acquisition increased the amount of safety and door security solutions which both companies could offer.

Another significant event was the development of the Advantex architectural hardware product line in 1999. Advantex products include a full line of surface vertical rod, mortise and concealed vertical rod exit devices. Simplicity of installation makes Advantex products a locksmith favorite.

» Detex headquarters in New Braunfels, Texas.

In 2008 Detex Corporation entered an agreement with Lockman Peck, LLC to sell a Detex-branded low energy automatic door opener. The A019 door operator series has design and installation similarities common to other Detex products. Detex Corporation acquired the automatic door operator line from Lockman Peck in 2009 and the product has been manufactured by Detex Corporation since 2010.

For more information about Detex Corporation's centennial celebration or any of the company's products and services, please visit www.detex.com.

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Request Information: www.locksmithledger.com/12385546

by Emily Pike

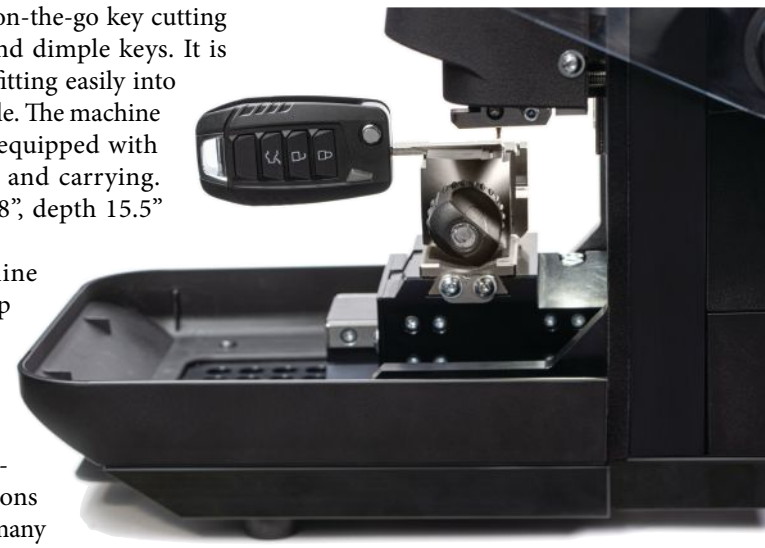
Don't Shoot the Messenger!

Keyline portable duplicator gets the job done anywhere, no messenger pigeon required

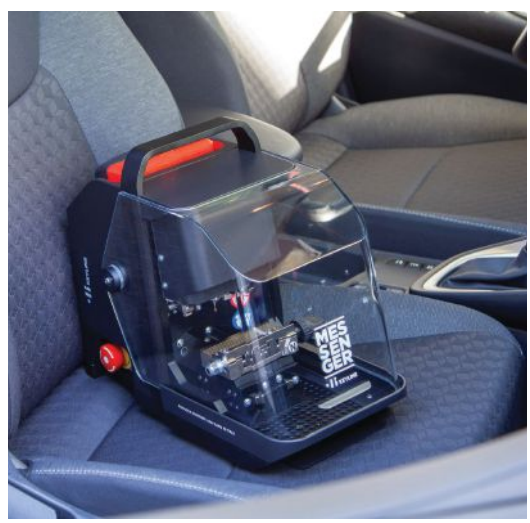
Messenger® is Keyline's new on-the-go key cutting machine for laser, edge and dimple keys. It is compact and lightweight, fitting easily into any locksmith service vehicle. The machine weighs 22 pounds and is equipped with a handle for easy loading and carrying. Dimensions are: width 7/8", depth 15.5" and height 12.2".

Operated via the Keyline Duplicating Tool (KDT) app on an Android smartphone or tablet, this battery-powered key machine can cut, copy and decode keys in the field. The user can control all the machine functions through the app, which has many new features, a new interface and Keyline's extensive database of car and door keys. Connections are via Bluetooth, so no connection cable is required between the unit and the smartphone.

The Messenger was released to the U.S. market in December of 2022 and has been available through standard locksmith distribution channels since.



» Front view of Keyline Messenger in action



» With the compact Messenger key machine, no service van is required

Messenger comes with two new clamps included. The Q clamp, for laser and dimple keys, is an innovation in the cutting of keys. With one unique clamp you can cut the main range of door keys. The N clamp, for edge-cut automotive keys, cuts symmetrically on both sides without the need to turn the key.

Locksmith Ledger asked Keyline some questions about this new machine. Our automotive expert, Steve Young, is looking forward to testing the Messenger out in the field for a future article. Thanks to Kelsey Mutch for sharing some details about the new key machine.

What need did you see that prompted you to introduce this portable key duplicator?

Automotive locksmiths often need to provide their services on-the-go, traveling to customers' locations and working in various environments. Traditional key-cutting machines were often bulky, heavy, and required a fixed setup, limiting mobility and flexibility.

Keyline recognized the need for a portable key duplicator that would enable locksmiths to easily transport their machine and provide services wherever they are needed. The Messenger

» Unit weighs in at 22 pounds

» Key cutting with the Messenger

was designed specifically to meet this requirement, offering a compact and lightweight solution that could be used in a variety of work situations.

The goal was to make mobile work easier for locksmiths, eliminating the need for a dedicated van or heavy machinery. By developing the Messenger with a focus on portability, functionality, and user-friendliness, Keyline aimed to empower key duplication specialists to expand their customer base and enhance their services while maintaining ease of use and quality performance.

What new functionalities does the Messenger bring for the locksmiths?

Portability: The Messenger is designed to be easily transported and used on-the-go. Its compact design and carrying handle allow locksmiths to provide key cutting services anywhere, at any time.

App Control: The Messenger is exclusively controlled through the Keyline KDT App, which offers a user-friendly interface and a rich database of door and residential keys. This app-based control system enhances convenience and provides locksmiths with a seamless cutting experience.

Battery Power Supply: The Messenger offers the option of using traditional electric power supply or a rechargeable battery. This flexibility allows locksmiths to use the machine in-shop or on the go without the need for a power outlet, making it ideal for mobile locksmiths or situations where electricity may not be readily available.

How has the feedback been so far?

The feedback for the Messenger has been positive so far. Locksmiths appreciate its portability, user-friendly interface, and the ability to expand their services without the need for a large in-shop setup. The machine's quality, performance, and the convenience it provides have been well-received in the locksmith community.

What technical support is available?

Keyline offers comprehensive technical support for the Messenger. Locksmiths can reach out to Keyline's customer service team for assistance with any technical issues, inquiries, or troubleshooting. Keyline's support staff is knowledgeable and dedicated to helping customers maximize the functionality of the Messenger and address any concerns they may have.

More info: www.keyline-usa.com.

» With the compact Messenger key machine, no service van is required

Technical Features

Power Supply: 110-230 VAC 50/60 Hz 1 A or with optional external battery 36V - 72Wh

Key Reading / Decoding System: Electric contact

Lighting: LED Lighted cutting bay

Movements/Axes: Three axes, guided by stepper motors with T-shaped screw and anti-backlash nut

Clamps: Q clamp for laser and dimple keys / N clamp for edge-cut automotive keys

Motor: Brushless

Cutter: V037 Widia ø 2.0 mm for laser and edge-cut automotive keys; V001 Widia 90° for dimple keys

Cutter Speed: 10,000 rpm (7500 rpm with the battery power supply); variable speed for specific materials

Absorption: 120W (6W in stand-by)

Dimensions: Width: 200 mm (7.8") / Depth: 395 mm (15.5") / Height: 310 mm (12.2")

Weight: Machine body 10 Kg (22 lbs)

Operation Control: Operates using KDT app for Android device, version 7 and up with data connection

by Wayne Winton

Storefront Security Upgrade

Lockly Guard standalone electronic access control system is installed on a narrow stile aluminum glass doors

» Finished view of full opening, inside

» Finished installation, outside view

Today John Nolan and I are getting ready to install the Lockly Guard narrow frame aluminum glass strorefront standalone lock.

Scan the QR code or watch the installation at https://www.youtube.com/watch?v=Ml7xSabnOYw

We're going to start out by using the Major Manufacturing HIT 32 AL-3 jig. That is going to give us our four top and bottom mounting holes. There are six holes total, shown in **Photo 1.** The top additional hole is going to be for the wire that feeds through, and the bottom additional hole is going to be battery access.

First, we will remove the Steel Hawk that is currently located in the lock position **(Photo 2)** and install an Adams Rite 4900 dead latch. After we do that, we can actually install the lock directly onto the door.

In **Photo 3**, you can see those three holes. The top two are the mounting holes and the bottom one **(Photo 4)** is for the wire.

Again, we've got the same pattern upside down: the bottom two holes are going to be for the mounting holes and the third one is going to be for Allen head battery access from the inside.

The main difference between the Alarm Lock prep and this one for Lockly is that you'll have to make those holes much larger than what Alarm Lock requires for their installation.

In **Photo 5**, the data cable and communication cables are feeding through the door. Make sure no sharp objects or anything obstructi the wiring.

Photo 6 shows the drive cam. They send a left and right drive cam and you can test this with the lock in your hand if you would like or you can test it on the door directly.

Now we have that deadlatch installed on the door ready to go **(Photo 7)** and we've got the drive cam installed as well. **(Photo 8)**

This drive cam will install and be set with the set screw from the deadlatch itself to hold it in place. Those two studs will also align with the lock itself.

Photo 9 shows the view from the inside. You'll notice that we have the right-hand cam mounted on this particular application.

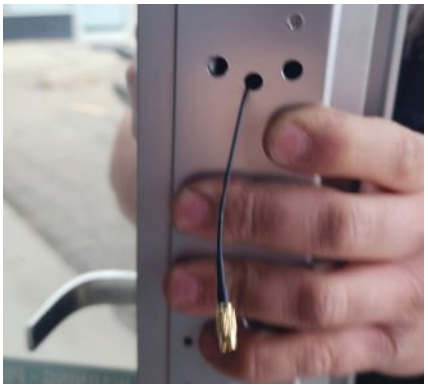
Now that the lock is physically mounted on the door **(Photo 10)**, we can begin adding the screws and mounting screws from the inside. **Photo 11** shows the internal mounting plate. One of the mounting screws has been installed and we are getting ready to install the other one.

» Photo 1. Top and bottom mounting holes

» Photo 2. Remove the Steel Hawk

» Photo 3. The top two holes are mounting holes

» Photo 4. Bottom hole for the wire



» Photo 5. Data cable runs through the door

» Photo 6. Drive cam

» Photo 7. Deadlatch installed

» Photo 8. Drive cam installed

» Photo 9. Inside view

» Photo 10. Lockly Guard physically mounted on the door

» Photo 11. Internal mounting plate

» Photo 12. Testing key override

We're double- and triple-checking and making sure that the wire is free and clear of obstructions or sharp objects.

In **photos 12 and 13**, we're demonstrating that the key override is actually working and the handle pulls down. I like to test every time I tighten a screw. In photo 13, you can see that the latch is retracting on the Adams Rite deadlatch. Every single time I tighten a screw, I retest that deadlatch function to make sure that everything is working properly.

Now we can begin putting the studs on for the paddle on the inside and then installing the paddle. We will use this exit paddle **(Photo 14)** to exit the building. You could also use an exit device if you have one that is compatible.

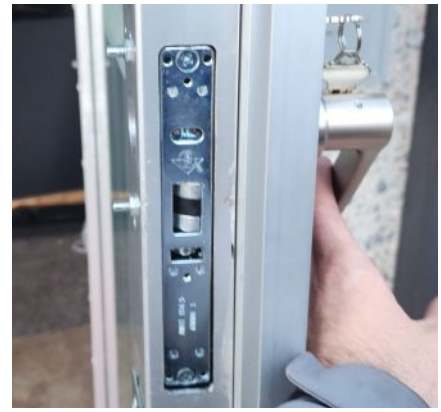
Photo 15 shows the cover plate that will cover up the screws and make the job look nice and clean and finished. **Photo 16** is a close-up view of the top portion of that same cover plate.

Next, a Bluetooth dongle **(Photo 17)** gets attached to the data communication cable. It threads in and then you stuff the cable back into the hole into the door until it's hidden as much as possible. You simply peel back the protective layer and reveal the adhesive on this Bluetooth dongle and stick it into its location under this cover plate **(Photo 18)**. This gives it a nice, clean look without adding any more screws.

If you have some extra holes (this is a door where we've done quite a few retrofits), these aluminum stickers from Professional Business Products shown in **Photo 19** are not only great for covering up holes, but they're also amazing for advertising your business for future calls.

Now that the Lockly installation is complete, we will test it with the code, key and key and even an RFID Card **(Photo 20)**. This installation was ultra simple and the lock is user-friendly. For more information, visit www.locklypro.com.

Wayne Winton is the owner of Tri-County Locksmith Services, located in Glenwood Springs, Colorado. For more information, check out Wayne'slockshop.com and lock-reference.com.



» Photo 13. Latch retracting handle

» Photo 14. Inside paddle

» Photo 15. Coverplate to be installed

» Photo 16. Top portion of coverplate

» Photo 17. Bluetooth doggle attached

» Photo 18. Doggle installed

» Photo 19. Aluminum sticker covers holes

» Photo 20. Testing with RFID fob

» Photo 21. Finished installation, closeup view

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ALOA 2023 Drops Anchor in Orlando

ALOA 2023 kicks off on Sunday, August 6, with five full days of classes, followed by the two-day Security Expo Aug. 11-12. Show hours are 10 a.m. to 4 p.m. both days. **Please stop by the Locksmith Ledger booth, Booth 417, on the show floor.** The host hotel is the Hilton Orlando, 6001 Destination Parkway.

From the ALOA 2023 brochure: "Plan to attend two full days at the Security Expo to see the latest in security technology, meet with suppliers one-on-one and take advantage of show specials. Stay all day for a chance to win one of the hourly prize drawings for attendees, including a full registration package to ALOA 2024 in Las Vegas!"

As part of our annual New Product section, Locksmith Ledger showcases some of the newest products in the market. For those companies exhibiting at ALOA, booth numbers are included. Our New Product Spotlight begins on page 24.

Educational Opportunities

By presstime, many of the ALOA classes will likely be filled. Still, it is worthwhile to take a look at the schedule and grab a seat in any class with space still available.

Full-day and half-day class options are offered along six tracks: Automotive, Investigative, Electronic, Institutional, Fundamentals and Safes. PRP/STPRP testing will be held Friday, August 11, 5 p.m. to 9 p.m.

Two late additions will be taught by ALOA instructor and Locksmith Ledger contributor Wayne Winton. Storefront and Hollow Metal Door Servicing will cover servicing existing doors and openings, including door and hinge adjustments, frame stabilization and concealed door closers. Beginner to Advanced Building Business with Social Media will cover starting a business from the ground up, including setting up an LLC and accounting practices, hiring and promoting your business through social media.

Post-Show Training Opportunities

For those folks wishing to continue their training, ALOA has several upcoming events of interest. The inaugural show of the International Association of Automotive Locksmiths (IAAL) will be Sept. 14-16 in Kansas City, with an extensive class schedule. Visit www.iaal.org for details.

FOLLOWING IS THE TENTATIVE SCHEDULE

SATURDAY AUG. 5

Pre-registration, 2 to 5 p.m.

SUNDAY AUG. 6

Registration 7 a.m. to 5 p.m.
First-time attendee orientation, 7:15 a.m.
Classes 8 a.m. to 6 p.m.

TUESDAY, AUG. 8

Registration 7:30 a.m. to 5 p.m.
Classes 8 a.m. to 5 p.m.

WEDNESDAY, AUG. 9

Registration 7:30 a.m. to 5 p.m.
Classes 8 a.m. to 5 p.m.
Women in Locksmithing Reception, 6:30 p.m.

THURSDAY, AUG. 10

Registration 7:30 a.m. to 5 p.m.
Classes 8 a.m. to 5 p.m.
State of the States meeting, 5:30 p.m.
IAIL Meeting, 5:30 p.m.
IAL Meeting. 6 p.m.
IAAL Meeting, 630 p.m.
Kickoff Party, 7 p.m.

FRIDAY, AUG. 11

Registration, 8:30 a.m. to 4 p.m.
Security Expo, 10 a.m. to 4 p.m.

SATURDAY, AUG. 12

CML Breakfast, 7:30 a.m.
Registration, 8:30 a.m. to 4 p.m.
Security Expo, 10 a.m. to 4 p.m.

Registration Info

ONLINE: Go to ALOA.org and click the link on the Convention page
EMAIL: conventions@aloa.org
FAX: (469) 453-5241
MAIL: Mail forms to: ALOA Registration
1408 N. Riverfront Blvd #303
Dallas, TX 75207

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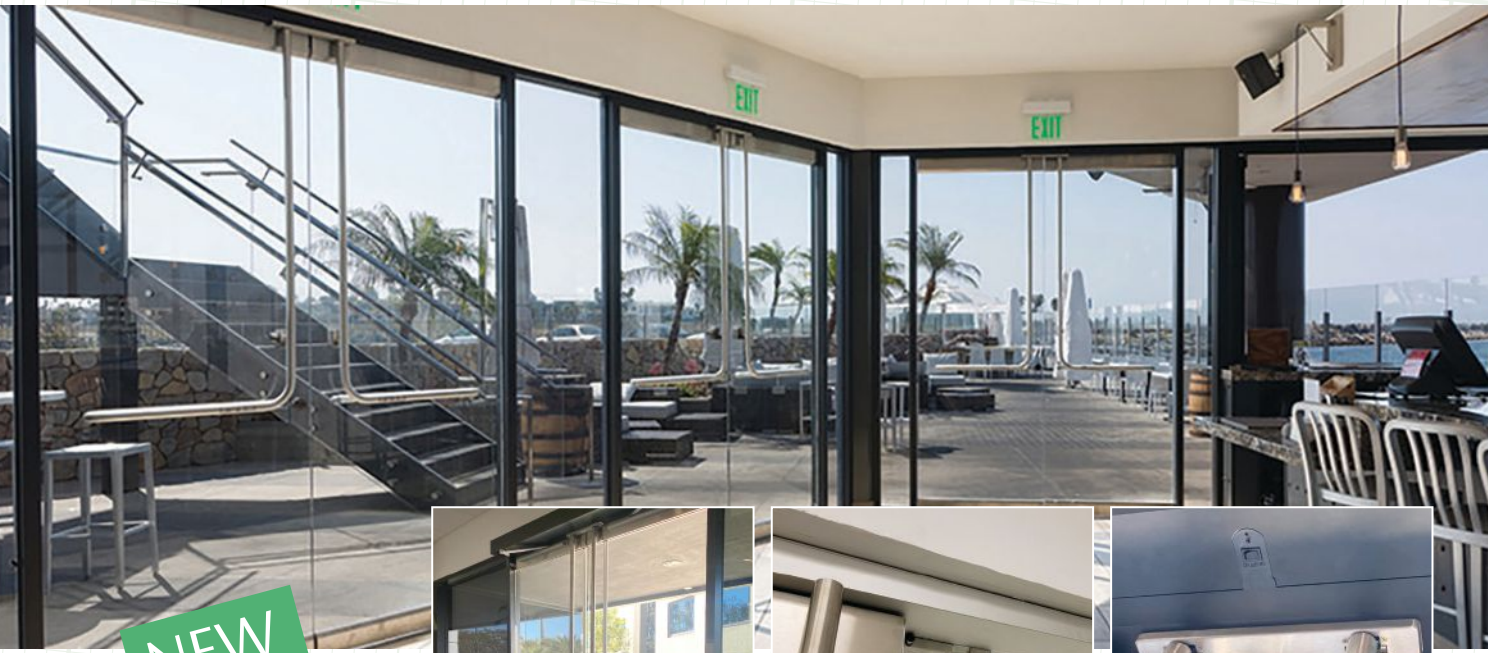
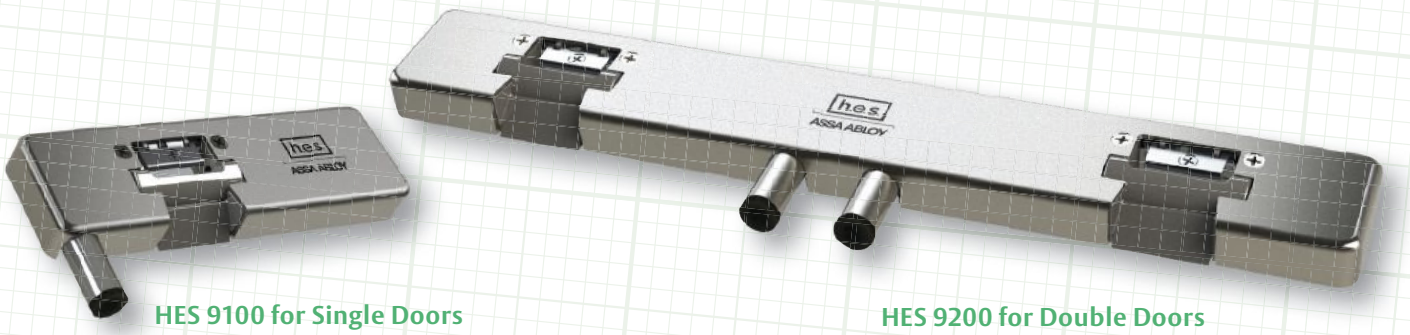


NEW



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(Right Handed option shown)

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Request Information: www.locksmithledger.com/10172649

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SALTO Neoxx G3

Featuring a special armored case with a double-layered structure, the new SALTO Neoxx G3 electronic padlock provides unbeatable protection against falls, shocks, and even the harshest environments or usage. The SALTO Neoxx G3 padlock is made of hardened steel with a removable shackle model option, which can be completely detached from the padlock body. The cover case with a double-layered structure guarantees the ultimate protection from falls, shocks, and the most extreme environments or usage. The shackle is available in 8mm diameter and length options of 25mm, 30mm, 60mm, and 90mm. The padlock weighs 515g.

The SALTO Neoxx G3 integrates RFID, Bluetooth LE, and NFC technologies to provide the ultimate keyless experience and most advanced electronic locking system available. In addition, the Neoxx G3 electronic padlock features SALTO SVN data-on-card and BLUEnet wireless network capable core technologies onboard. Thanks to BLUEnet wireless advanced capabilities, the padlock can read, receive, and write information via a smart card or real-time communications over the air. It also includes SALTO JustIN Mobile technology for access with an iOS or Android smart device.

Other features include anti-drilling protection, emergency battery change, battery monitoring to optimize maintenance and battery life, optical signaling through light ring, and dual-color green/red lights to indicate access authorization, with an optional acoustic signal.

More info: www.saltosystems.com

» ***Request information: www.locksmithledger.com/53061577***

NAPCO Prima

Napco's Prima™ 7-inch Super Panel is an award-winning, slim-profile all-in-one touchscreen panel that intuitively controls security, fire, HD video and Z-Wave automation and generates RMR. Installation is easy, with simple sensors, onscreen how-to tutorials and a creation wizard, one-button video camera activations, and a "go-live" central station connect feature.

Features include voice assistant, 4MP camera, onscreen two-way live video from cameras or doorbell, matching app, as well as pro upsell accessories for residential systems. Prima video doorbells have one-button activation, long-life and self-healing connectivity, as well as hard-wired or wireless options.

More info: www.napcosecurity.com

» ***Request information: www.locksmithledger.com/53062273***

ASSA ABLOY Next Generation Exit Devices

ALOA Booth 501

ASSA ABLOY has introduced two next-gen exit devices: the PE80 Series by SARGENT and the PED4000/PED5000 Series by Corbin Russwin. These devices feature innovative, industry-first functionalities aimed at enhancing safety, security, and convenience while exceeding ASSA ABLOY's renowned security standards and setting new standards for exit solutions. FEMA-certified and with ANSI/BHMA A156.3 Grade 1 certified strength, the devices are engineered to withstand heavy usage and reduce the frequency of replacements. Sustainability built using post-consumer recycled materials and employing energy-saving EcoFlex® technology, they also include key features like improved delayed egress functionality, enhanced motorized electric latch retraction, and push rail dogging.

More info: www.corbinrusswin.com and www.sargentlock.com

» ***www.locksmithledger.com/53062078***

Securitron MTK-32/62 Metal Marking Template

ALOA Booth 501

Make paper templates a thing of the past with the new Securitron MTK-32/62 magnetic, metal marking template. The MTK-32/62 streamlines installation for the M32 and M62 Securitron Magnalocks. It includes clear instructions directly on the template and a strong magnetic strip to provide simple, single-step application. Install Securitron Magnalocks with greater ease and say goodbye to folded paper templates with this helpful new tool.

By choosing a Securitron Magnalock, you choose quality solutions for your business. Our electromagnetic locks come with our industry leading MagnaCare lifetime replacement, no-fault, no-questions asked warranty.

More info: www.securitron.com

»Request information: www.locksmithledger.com/53063664

Norton Rixson 1600 Series Door Closer

ALOA Booth 501

The Norton Rixson 1600 Series door closer has a new look! This door closer is beloved for its high-quality, durability, and home-grown roots — so much so that in the last few years, we've seen low-cost, low-quality copycats break into the marketplace that look exactly like the 1600 Series.That's why Norton Rixson has a new look, With the new 1600 Series door closer, you'll be able to spot the difference and know at-a-glance that you're getting the high performance the 1600 Series is known for.

More info: www.nortonrixson.com

» *www.locksmithledger.com/53063827*

HES 9200 Electric Strike

ALOA Booth 501

The innovative HES 9200 electric strike sets a new industry standard for glass openings with tubular, vertical rod exit devices. The 9200 offers simplified retro-mounted installation within the existing mechanical prep of the header to provide fast and easy installation. Integrated adjustability provides optimal latch positioning to accommodate demanding installations and the low-profile design eliminates the need to add to or modify the frame. Its field-selectable fail safe/fail secure functionality and monitoring options provide maximized versatility. The 9200 exceeds Grade 1 standards and is designed with the strength and durability to meet UL outdoor rating requirements.

More info: www.hesinnovations.com

» *www.locksmithledger.com/53063660*

Arrow Cylindrical Indicator Lock

ALOA Booth 501

Arrow's APL Series cylindrical lock with status indicator provides enhanced privacy at a glance with its bold green and red status symbols. This cylindrical lock is the ideal choice for a wide variety of commercial applications where consistent quality, ease of use, and installation are required. Ideal for restrooms, quiet rooms, nursing mothers' rooms, dressing rooms, and conference rooms. This easy-to-install lock is Certified ANSI/BHMA A156.2 Grade 1, UL/cUL listed for 3-hour doors, is ADA-compliant, and has a 3-year mechanical warranty. The APL Series is available with the privacy function and has four attractive finishes available (605, 613E, 626,BSP).

More info: www.arrowlock.com

» *www.locksmithledger.com/53063788*

Olympus Lock Cascade Series®

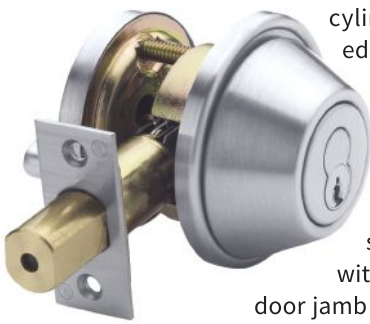
Olympus Lock introduces the Cascade Series® disc tumbler cam locks. There are five cylinder lengths fitting material 5/8" up to 1-13/16." The cylinder plug is retained in the lock via the patented retainer staple, making on-site installation quicker and easier. The included eyelet spur washer and lockdown screw prevent lock rotation and keep the fixing nut from coming loose. Locks have passed ANSI/BHMA Grade 2 cycle testing including key insertion and removal. Keying is compatible with C8053 or similar-style disc tumbler locks. Locks are available in six stock KA numbers, KD, MKKD or custom keyed to a supplied key schedule. Chrome and matte black finishes are available in all sizes and keying configurations.

More info: www.olympuslock.com

» *Request information: www.locksmithledger.com/53063292*

BEST 6T Deadbolt Series

The BEST 6T is a Grade 2 deadbolt built to fit standard door preps. With an adjustable 2-3/8"– 2-3/4" backset, the 1" throw deadbolt includes a hardened steel roller to prevent sawing through the bolt. The heavy-duty cylinders are through-bolted, with reinforced cylinder rings to protect against physical attack. Brass 6-pin cylinders are provided for security and durability. The solid steel strike plate reinforcement with 3"screws protects the door jamb against a kick-in attack. Our T Series deadbolts are non-handed, making installation quick and easy, and are made of top-quality materials that provide corrosion resistance and durability.



More info: www.dormakaba.us

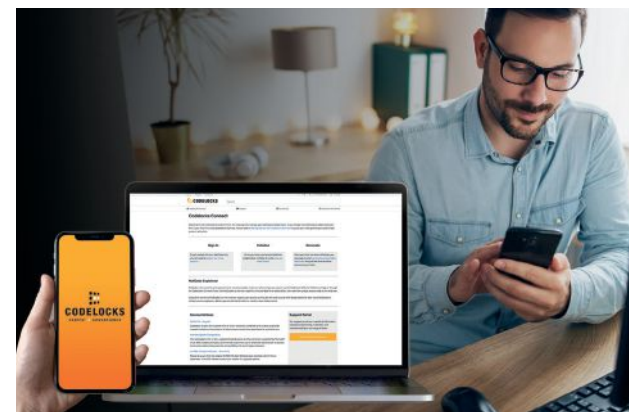
» *Request information: www.locksmithledger.com/53064795*

SECO-LARM DIP-Switch

The ENFORCER DIP-Switch Coded Long-Range RF Transmitter offers an impressive range of up to 1,800 feet (550m) with greater immunity to environmental interference and temperature extremes, water-resistance (IP68), and dustproofing. Included with a battery life of up to 10 years, the product is reliable in the toughest conditions. A programmable 8-pin DIP-Switch offers up to 254 unique codes, so managing multiple transmitters is no longer an issue as codes can be changed with ease if needed. The HL-Series RF transmitters are useful for job sites, gated communities, and any situation requiring multiple users to control the same receiver.

More info: www.seco-larm.com

» *Request information: www.locksmithledger.com/53064756*



Codelocks Integrated Solutions

Codelocks Connect is the home of Codelocks NetCode® Technology and with its access to the portal, forms the central hub of our digital products and services, allowing businesses to integrate NetCode-equipped locks into their solutions for a range of applications, from festival storage to restaurant takeout lockers. Working in harmony with our Codelocks and KitLock locking solutions, using NetCodes for flexible, temporary access enables business owners to reduce overhead costs and facilitate consumer self-service.

More info: www.codelocks.us

» *Request information: www.locksmithledger.com/53064116*

JMA Supracode Key Pro 2.0

ALOA Booth 814

JMA is launching a new version of the JMA KEY PRO 2.0 app to offer new key duplication functions and improvements to the interface, making it easier to use. The new Supracode Key Pro 2.0 app, improves and expands a number of features. The improved visual design offers users a cleaner, more intuitive and dynamic interface, making operation far simpler. The app is always accessible, guiding the user and showing them the steps to follow throughout the process.

New features include faster processing, which speeds up key duplication and engraving. The database now automatically updates when launching the program, ensuring users can be confident that they are always working with the latest data added to the JMA catalog.

More info: www.jmausa.com

» *Request information: www.locksmithledger.com/53064066*

Camden CX-EPD1289L Rim Electric Strike

ALOA Booth 810

Camden Door Controls has introduced the first surface-mount rim strike with preload. This award-winning CX-EPD1289L grade 1 surface-mount rim strike with latch monitoring also offers a 'Universal' strike design that delivers unparalleled application flexibility, with both UL security and fire listings. Camden's surface mount preload strike is designed to get you off the job faster and eliminate future service calls! The patented design will release with up to 15 lbs. of preload pressure caused by differences in air pressure, inexact installation, or misaligned doors. Regardless of the cause, Camden's 1289L RIM strike will operate where other strikes fail!

More info: www.camdencontrols.com/promo1289LL

» *Request information: www.locksmithledger.com/53064123*

Yale Assure

Yale Assure Lock® 2 with Wi-Fi is part of Yale Home's newest flagship collection of smart locks. Reimagined with the latest smart home technology to provide convenient, everyday smart home access to any household, this model supports onboard Bluetooth® for at-home control and Wi-Fi to manage the lock remotely, right out of the box. Prioritizing convenience, users can control their lock via keypad, Yale Access app, AppleWatch® or voice assistant, and can integrate the lock with a variety of third-party security and automation systems. And up to 30% smaller than its predecessor, its compact design suits any home aesthetic.

More info: http://shopyalehome.com/pages/yale-assure-lock-2

» *Request information: www.locksmithledger.com/53064140*

Gardall Fire and Burglary Safes

ALOA Booth 903

Gardall Safe Corporation has added fresh color options to its U.L. 2-Hour Fire and Burglary product line. Inspired by current home trends, these safes look as good as they perform – passing a furnace test to 1850°F for two hours and including five active locking bolts, recessed anti-pry door design and a plush suede interior. Gardall has been making premium, quality safes for nearly 75 years and offers a Lifetime Replacement for any fire-resistive record safe damaged beyond repair by fire. With these additions to Gardall's traditional colorways, there is a match for any home.

More info: www.gardall.com

» *www.locksmithledger.com/53064313*

SDC 1581S Mini

SDC's 1581S series mini delayed egress locks are designed to meet the needs of long-term care and commercial facilities that require a smaller, less obtrusive delayed egress lock that is better suited for minimum security needs. Designed to delay egress through perimeter exit doors for 15 or 30 seconds, alert security and personnel to unauthorized egress, and are compatible with access controls and patient wandering systems.

A choice of operation mode allows users to meet their local code compliance while meeting all national and regional building and fire life safety codes, including NFPA 101, Special Locking Arrangements. All SDC delayed egress locks release immediately in an emergency.

The 1581S series locks can be utilized in single or double-door applications. A remote key switch or access control must be provided to operate the reset and request-to-exit (REX) functions. For double-door applications, order two 1581S locks with a tandem cable kit. The tandem cable kit enables slave operation, pushing either door leaf triggers the delayed release of both doors.

More info: www.sdcsecurity.com

» *Request information: www.locksmithledger.com/53064761*

CyberKey Go

CyberKey Go is an electronic key used to operate CyberLock electronic lock cylinders. Designed for a mobile workforce, Bluetooth 5.0 technology allows users to update their personalized access permissions from anywhere with a mobile device. CyberKey Go's battery is easily replaced in the field, eliminating downtime and concerns over battery life during long shifts. With storage for up to 12,000 access event records, CyberKey Go helps organizations improve accountability and meet regulatory requirements.

More info: www.cyberlock.com

» *Request information: www.locksmithledger.com/53064588*

dormakaba C200 Cylindrical Lockset

The dormakaba C200 Series cylindrical locks feature advanced design concepts for extreme reliability and are manufactured with the finest materials for exceptional durability. They are built with a high-performance cylindrical chassis for all applications where ANSI/BHMA A156.2 Series 4000 Grade 2 products are required. C200 Series lever handle locks include special spring assemblies designed to hold the levers in the correct position. These premium locks are easy to install in both wood and hollow metal doors and are through-bolted for additional strength and reliability.

More info: www.dormakaba.us

» *Request information: www.locksmithledger.com/53064599*

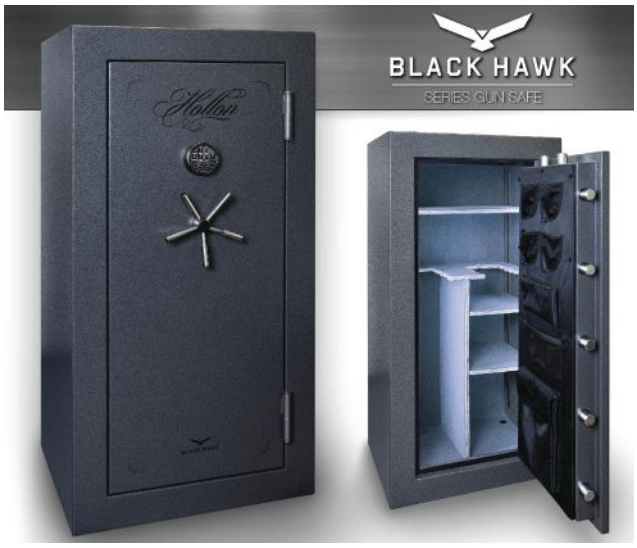
CompX Pearl

ALOA Booth 711

CompX Pearl is a new keyless, electronic lock designed to enhance and elevate the look of lockers, furniture and cabinetry. The recessed version has an industry-leading slim profile, just .08" off the surface of the locker. Pearl can be programmed in dedicated or shared use, requires no special tools or software, and features an external "flip down" battery compartment allowing easy access to batteries. The ten-button keypad design allows for 19 programmable codes (dedicated mode) and one supervisor code. Pearl's shared use mode allows for revolving user code - multiple users may use Pearl without having to reprogram the lock each time. Available in four keypad configurations and both satin silver and black finishes.

More info: compxpearl.com

» *Request information: www.locksmithledger.com/53064038*



Hollon Blackhawk Series Gun Safe

Hollon Safe's Blackhawk Series gun safes come in three sizes, offering the following features:

- One-hour fire resistance.
- 10 gauge steel thickness
- 14 massive bolts, 1.5 inches thick
- Intumescent door seal to seal out smoke and flames
- Lifetime warranty against fire and burglary
- Black Chrome hardware
- UL listed Group I electronic lock from Securam
- Deluxe plush interior
- UL listed -fire-resistant electronic outlet with plugs and USB ports
- Optional light kit with motion sensor
- Drill/ballistic-resistant hard plate
- Heavy-duty canvas pocket door organizer
- Fully adjustable gun rack

More info: www.hollonsafe.com

» *Request information: www.locksmithledger.com/53064753*

Locinox Valentino

The Locinox Valentino is a high-quality, battery-powered electronic code lock with aluminum housing, ideal for pool gate applications. Valentino's energy-efficient design makes it very easy to equip any gate with access control, with a minimal need for maintenance. Pin codes can be easily added, modified or removed. The 13/16" continuous adjustability of the bolts allows a perfect latching / locking of the mechanism.

More info: www.locinox.com

» *www.locksmithledger.com/53064818*

BEST EHD9000 Extra Heavy-Duty Door Closer

The BEST EHD9000 Extra Heavy-Duty Surface Door Closer was designed to be the most reliable, durable, and rugged door closer in the industry. Built to perform in even the highest traffic areas, the EHD9000 addresses issues common in other closers so your building remains safe and doors operate as intended. With single-piece cast iron construction, front-facing adjustment points, self-regulating valves, and one of the largest arm ranges in the market, it's the last closer you'll ever need. Proud Winner of the SIA New Products and Solutions Award for Lock and Key Solutions.

More info: www.dormakaba.us

» *Request information: www.locksmithledger.com/53064590*

Ilco Honda and Lexus Remotes

ALOA Booth 801

The following remotes were added to the ILCO line this spring:

- PRX-HON-5B3 Honda 5-Button Prox (KR5V2X V44) for 2017-2021 Honda Civic, 2017-2021 Honda CR-V, 2016-2021 Honda Pilot
- PRX-HON-6B2 Honda 6-Button Prox (KR5V1X) for 2014-2017 Honda Odyssey EXL
- PRX-ACURA-4B2 Acura 4-Button Prox (KR5V1X) for 2014-2020 Acura MDX (Driver Memory 2), 2016-2018, Acura RDX (Driver Memory 2)
- PRX-ACURA-4B3 Acura 4-Button Prox (KR5V1X) for 2014-2020 Acura MDX, 2016-2018 Acura RDX
- PRX-LEX-4B11 Lexus 4-Button Prox (HYQ14ACX) for 2010-2015 Lexus CT200h (with power hatch), 2010-2015 Lexus RX350, 2010-2015 Lexus RX450h
- PRX-LEX-4B12 Lexus 4-Button Prox (HYQ14ACX) for 2010-2020 Lexus GX460
- PRX-JEEP-0B1 Jeep 0-Button Prox (OHT1130261) for 2020-2022 Jeep Gladiator, 2018-2021 Jeep Wrangler

More info: www.ilco.us

» *Request information: www.locksmithledger.com/53064831*

CyberLock Blue Padlock

CyberLock Blue padlock is an IP68-rated electronic padlock designed to protect the high-security outdoor assets that underpin critical infrastructure sectors like water, energy, telecom, and transportation. CyberLock's most powerful keyless padlock supports secure Bluetooth credentials via the Cyber Access app (Android/iOS), as well as infrared (IR) fobs and select CyberKey smart keys. CyberLock Blue's detailed audit trail reporting and secure mobile credentials help organizations meet regulatory requirements with efficiency and confidence.

More info: www.cyberlock.com

» *Request information: www.locksmithledger.com/53064589*

STI Wireless Entry Alert

STI's long range Wireless Entry Alert® Chime operates up to 500 feet (line of site). The musical chime helps take the surprise out of unexpected guests. When a protected door is opened, it alerts with one of ten easily selectable sounds. Simple to install, the chime does not require electrical wiring or expensive through-the-wall drilling. May also be used on a window, cabinet, etc. UL/cUL.

More info: www.sti-usa.com/cd109

» *Request information: www.locksmithledger.com/53064757*

dormakaba Saffire EVO Wi-Fi Lock

Today's multifamily residents want seamlessly connected living, so we created Saffire EVO: a lock that connects directly through Wi-Fi so that access can be woven into the fuller property management picture on your preferred platform, using the dormakaba Lyazon™ API. The Saffire EVO Series provides an easy-to-use, secure, and flexible solution with the convenience of using either mobile devices, RFID credentials, or secure PINs for access to resident units, common areas, and perimeter doors. The Saffire EVO lock offers contactless reader technology designed to enhance access control convenience for residents and improve operational efficiency for property managers.

More info: www.dormakaba.us

» *Request information: www.locksmithledger.com/53064796*

Medeco 4

ALOA Booth 501

Medeco 4 high-security cylinders offer the highest level of protection against physical attack and unauthorized key duplication. They are UL 437 listed with solid brass construction and hardened-steel inserts to thwart drilling attacks.

The patented M4 key design with its movable element protects against the emerging threat of additive manufacturing (3D printing). Technology built into Medeco 4 includes a movable key element, and side and lift pins in the cylinder. In addition to pins that lift and rotate, M4's design includes 4 side pins: 3 finger pins and 1 lift pin, providing a high level of pick resistance.

More info: www.medeco.com

» *Request information: www.locksmithledger.com/53064804*

ABUS 83 Series Rock

The ABUS 83 series family just gained a new member. ABUS introduces the 93/100RK, known as the Rock. Developed to fit with any ABUS 83 series® cylinder, the 93RK/100 is certified in the highest European security class, EN12320 Grade 6, making it one of the most secure locks ABUS has ever developed.

More info: www.abus.com

» *Request information: www.locksmithledger.com/53064868*

Trilogy Networx Enhancements

Alarm Lock Trilogy Networx® Wireless PIN and Prox Access Locks are newly certified with Lenel Version 8.0/8.1 OnGuard® Integrated Access Control & Video Security Platform. With this update, integrators and VARs have a choice of security management platforms, seamlessly integrated with the Company's award-winning locks, now including Lenel, Continental Enterprise, and new AirAccess Cellular Hosted ACaaS systems, the latter two, from sister divisions of Alarm Lock's parent company, NAPCO Security Technologies.

Alarm Lock Networx, and its customizable counterparts, the designer ArchiTech Series, are the networked wireless versions of Alarm Lock's Trilogy Series, popular for durability, years of battery life, advanced options, and installation ease. Upgrading to any of these three platforms, from the standard Alarm Lock DL-WINDOWs database software, enables real-time lockdown, global operations, scheduled server-based programming, etc, offering a far more powerful and flexible real-time wireless access control solution within Lenel's OnGuard Platform, Continental Access' CA4K Enterprise Security Management Systems or AirAccess Cellular/Cloud-Based Hosted Access System, uniquely featuring easier cell-based networking.

More info: www.alarmlock.com

» *Request information: www.locksmithledger.com/53064794*

STRATTEC GM Remotes

ALOA Booth 614

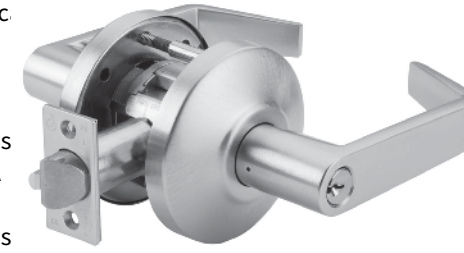
STRATTEC recently released 26 remote fobs and four emergency keys for General Motors. The remote fobs and emergency keys are compatible with Buick, GMC, Chevrolet and Cadillac and cover models years 2015-2022 These are listed in a new GM Proximity and Emergency Key brochure at www.aftermarket.strattec.com under current literature. Onboard programming instructions are also posted. (Pictured: Buick Logo 5-Button Prox Fob, Part # 5944126)

More info: aftermarket.strattec.com

» *Request information: www.locksmithledger.com/53064859*

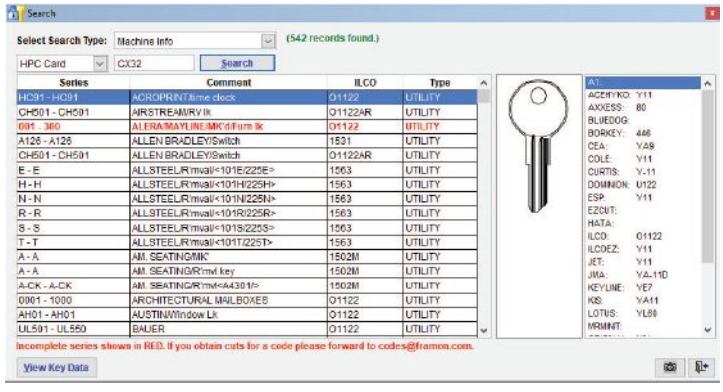
dormakaba C100 Cylindrical Lockset

The dormakaba C100 Series cylindrical locks offer exceptional security, enhanced aesthetics, and rugged dependability. These prem[illegible] are built in Americ[illegible] with a high-performance cylindrical chassis for all applications where ANSI/BHMA A156.2 Series 4000 Grade 1 products are required. To meet the aesthetic needs of your project, these versatile locks are available in a range of trim designs. C100 Series locks are easy to install in both wood and hollow metal doors and are through-bolted for additional strength and reliability.



More info: www.dormakaba.us

» *Request information: www.locksmithledger.com/53064593*



Genericode Version 23

ALOA Booth 720

Version 23 of Framon's Genericode code software version 23 is now available as an update. Genericode 23 includes Utility, Padlock, vehicle and miscellaneous codes. Existing customers can update their older version of Gcode to Version 23. It is now available as a download or customers can order a USB memory stick.

More info: www.framon.com

» *Information: www.locksmithledger.com/53064764*

dormakaba DB100 Grade 1 Deadbolt

Providing increased security, reliability, and durability, dormakaba offers a choice of rugged deadbolts to provide an added level of protection. The DB100 Series are Grade 1 deadbolts available in both 2-3/8" and 2-3/4" backsets. This new series offers improved manufacturing capabilities resulting in better lead times, and an expanded range of functional offerings and finishes, while maintaining the aesthetics of the previous portfolio. A hardened steel case offers superior protection against hard knocks. All these features provide an exceptionally strong and secure deadbolt.

More info: www.dormakaba.us

» *Request information: www.locksmithledger.com/53064600*

Lucky Line Locking Metal Key Cabinets

ALOA Booth 517

Organize keys for home, business, company vehicles, apartment complexes, schools, etc. in one convenient location with Lucky Line's locking metal key cabinets. The locking door helps keep keys secure while providing easy access for authorized users via the two included keys. Choose from 20 key hooks with the small cabinet or 48 key hooks with the large cabinet,

More info: www.luckyline.com

» *Request information: www.locksmithledger.com/53064864*

American Security BF Series

ALOA Booth 812

A veritable one-two punch of protection is just what a good home needs. Meet the BF Security Series: a high-value safe that shields cherished possessions from both burglary attacks and fire damage. Models come in a variety of sizes to suit unique needs, so it's easy to find one that keeps items away from the hands of thieves and the destructive power of flame — all in one convenient place.

With thick, double-wall steel construction sandwiching a fire-resistant barrier, these safes are a formidable adversary to both unwelcome hands and natural disasters like house fires. American Security's BF Security safes are listed by Underwriters Laboratories (UL) with a Residential Security Container burglary rating, and verified for fire protection of 1700°F for 60 minutes.

More info: https://hubs.li/Q01GpQ0J0

» *Request information: www.locksmithledger.com/53064834*

RCI 910TC Touchless Switches

dormakaba's RCI 910TC Series touchless switches is designed for touchless door activation in any facility. It functions by triggering activation of automatic door openers by hand gesture or use of a remote fob. It can make the difference when it comes to a clean, hygienic facility. The 910TC Series is ideal for use in healthcare facilities, restaurants, schools, offices and restrooms by minimizing touchpoints.

More info: www.dormakaba.com

» *Request information: www.locksmithledger.com/53063319*

In Control

ENFORCER Bluetooth® Access Controller

SK-B111-PQ
Indoor Single-Gang Keypad
with Proximity Reader

- App-based programming
- No programming codes to remember
- Multiple output modes customizable for each user
- Open door via keypad, card, or app
- Easy backup/restore/replication
- Multilingual app interface - 9 languages
- 9~25 VDC
- Built-in proximity reader

Single-Gang Keypad with Proximity Reader
SK-B141-PQ

Proximity Reader
PR-B1124-PQ

Mullion Keypad with Proximity Reader
SK-B241-PQ

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Request Information: www.locksmithledger.com/10174070

by Wayne Winton

Installing the Securitech Three-Point Lock

A hollow metal door nearly becomes a vault with this high-strength locking hardware through-bolted through the door, floor and frame

The Securitech three-point high-security locking system is ideal for retail applications with high-value merchandise, such as cannabis stores, jewelry stores and high-end electronics stores. In fact, some predict that such businesses will be required to install these rugged locks by insurance carriers looking to reduce theft claim payouts.

It utilizes a lever that collapses the vertical rods. This is an unusual install because it's on an inswing door. Normally the lock would be installed on an outswing door. Assemblies can be ordered so that the internal components are inside the door, but this is a conversion kit.

on your application, the centerlines may differ. For this installation, we use the measurements that are required by the manufacturer.

Once you get your centerline, you can then make sure that you have the correct model number and that the model number is actually handed correctly. In **Photo 2**, you can see that yellow highlighted LH. Make sure you have the correct mortise body and the correct lock for the installation.

In **Photo 3**, we are dry fitting to make sure things look as they should to the eye. It gives you a chance to see any last minute changes without drilling into the door.

» **Photo 1. Opening "before"**

» **Photo 2. Before starting work, check model number and handing**

» **Photo 3. Dry fitting the lock**

» **Photo 4. Parts assessed and ready**

This assembly includes the main mortise body and the upper portion. Everything pivots off of the top trigger device. Through-bolts go all the way into the frame and then a hinge pin locks down on the bottom, into the floor. The three points of contact basically turn this thing into a gigantic vault.

Now we'll go over the step by step instructions on the installation for this particular application. Make sure that you first check all the instructions for your specific installation and that you have all the parts.

We start off with the blank door, shown in **Photo 1**, and we look at the instructions to get an idea where this thing has to be mounted. Depending

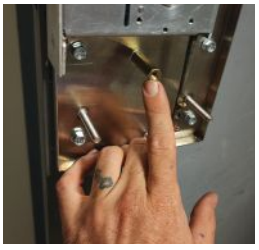
Photo 4 shows all the parts. I put all the parts out so we can make sure all the parts that are supposed to be in the package ARE actually in the package.

The first holes we are going to drill **(Photo 5)** are the self-tapping screws to hold the mortise body to the door (**Photo 6**). The next holes are the ones that attach the external trim to the internal portion of the case. It is held together by that extension nut **(Photo 7)**. Here are both of them, top and bottom. The external trim goes on the outside. This extension nut threads onto that and other bolts thread in from the outside, holding the complete case together.

Photo 8 shows the exit trim with keys mounted and ready to go. Interchangeable cores would be a

» Photo 5. Drilling begins

» Photo 6. Top and bottom holes



» Photo 7. Extension nut

» Photo 8. Exit trim and key

» Photo 9. Problematic top bracket

» Photo 10. Correct bracket being installed

» Photo 11. Through bolts

» Photo 12. Lock case back on

» Photo 13. Measure the vertical linkage

» Photo 14. Mark before drilling the through bolts

» Photo 15. Pull these pieces apart

» Photo 16. Through bolts on mounting bracket

» Photo 17. A dab of superglue keeps them in place

» Photo 18. Important spacer plate

» Photo 19. Three shims

very good option. It would not be fun to take the lock apart to change the locks all the time.

Our handing today is very unusual, meaning it is on the inside; it is a pull instead of a push. **Photo 9** shows the top bracket, which was incorrect when it was sent out. **Photo 10** is from the next day. We had the correct bracket overnighted. You can see that it gives that little lever or that trigger a little bit of space because the silver portion is what triggers the black bolt to fire off into the top portion of the frame. Without the correct piece, you cannot do the installation. The gap allows the portion of the lock to hit and engage and fire off the bolt.

Photo 11 shows the carriage bolts or through bolts that go completely through the door. This plate and round heads of these carriage bolts are all that you'll see from the outside.

Photo 12 shows the external portion of the case put back onto the mortise case, and we're doing that so we can properly align the vertical linkage and make sure that it's straight. You'll want to get an accurate measurement from the bottom, where it goes into the mortise case, and transfer that to the top so that the vertical linkage is all perfectly straight. Make sure that your measurements are accurate all the way up and down. **(Photo 13)**

Once you have it measured out, it's time to start drilling the through bolts. I like to start with the through-bolts and I prefer to mark them out with a marker and pre-drill them and then actually mount the through-bolts. **(Photo 14)**

Once you have that bracket in place and the first piece of the vertical linkage mounting put together, the next portion is shown in **Photo 15**. These pieces come stuck together with a piece of plastic. You break them apart. There is a specific right and left side and the only reason they're bound together is for shipping purposes.

In **Photo 16**, you can see the through-bolts on that mounting bracket behind the block. The screws do not hold the black pieces in place; they hold the metal pieces in place. These just literally float on here **(Photo 17)** until you put the coverplate on. I found that a very small dab of superglue will help hold this in place but not hold it there permanently. It will keep everything from moving around while you are assembling and if you need to, it could be easily broken so that you could move or service anything. That's just a little tip that I found to be useful.

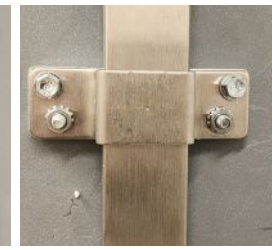
This particular spacer plate **(Photo 18)** is very important. This goes in a very specific location. Because we have the external coverplate that slides over it, it has to have a gap to slide into. In **Photo 19**, I've got a thick shim, a thin shim and the spacing shim. I then set all these into place and I begin to mark the holes out with my Sharpie **(Photo 20)**.

Next, I'll predrill the through-bolts down at the bottom, and with a smaller drill bit, I'll predrill the self-tapping screws. I chose to mount this in this location to cover up the joining portion where the two pieces of metal come together. **(Photo 21)**

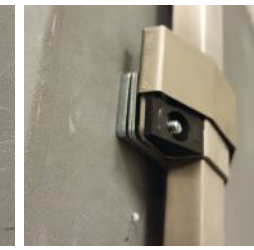
» Photo 20. Marking the holes

» Photo 21. These cover up the metal seams

» Photo 22. Outside view, carriage bolts in place



» Photo 23. Lock washers and nuts fully sealed



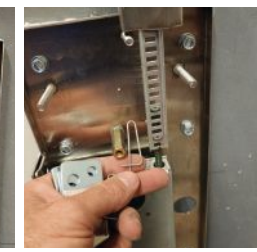
» Photo 24. Self-tapping screw fully sealed

» Photo 25. Fully assembled

» Photo 26. Bottom support installed

» Photo 27. Mounting the top catch

» Photo 28. Attaching vertical linkage to mortise lock body

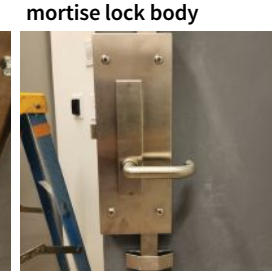


» Photo 29. Two tabs on ladder assembly

» Photo 30. Clip installed

» Photo 31. Big bolt must catch

» Photo 32. Marking and drilling



» Photo 33. Cover place and internal trim

» Photo 34. Door components completely sealed and assembled

Photo 22 shows what it looks like from the outside with the carriage bolts in place. Again, nothing but a flat plate and a metal rounded head is visible so you cannot undo the screws. The through-bolts come all the way through to the inside, and we'll put the supportive strap on over that. **Photos 23 and 24** show the lock washers and the nuts fully seated and the self-tapping screw fully seated. You can begin to see the gap and how this cover plate slides over and covers up the screw holes, making a nice looking finish. It slides right into the little gap and that is why it is important to put that particular spacer plate in the specific direction. **Photo 25** shows it fully assembled. **Photo 26** is the bottom support, also fully assembled. It looks very nice and clean, stainless steel.

Now we begin mounting the top bracket **(Photo 27)** or the top catch for the top bolt. This is going to be an external mount, so we're simply going to bolt this U-channel piece of steel to the top. I'm a big proponent of marking your holes out. It's easier to predrill everything and then put things together, as opposed to trying to drill through the plate where things could get scratched. If you need some sort of a spacer plate, you need to do a very good alignment and make sure that the bolt is free floating in that void securely.

In **Photo 28**, we have the top vertical linkage and we're now going to attach it to the mortise body. The vertical linkage comes out of the mortise body and engages with that ladder-style system on the top. That is selectable. Make sure you check your measurements and clearances before setting that particular measurement.

Photo 29 shows two tabs or two locations that go into the ladder bar. **Photo 30** is the clip that holds this in place. It goes through both tabs and it locks and holds everything in position. Should there be any need for expansion or contraction later due to wear and tear, it is adjustable. We add the bottom one as well. Now this mortise body unit is fully connected with the vertical linkage, making everything work and function together.

Again, everything is external, so this big bolt from the mortise body **(Photo 31)** has to catch onto something. We have to mount this catch onto the frame. In **photo 32**, I'm marking the holes out with my drill bit (obviously my Sharpie will not fit through there.) Make sure you have plenty of

clearance on both sides and that the bolt floats freely and has some room to move around and sag. Doors are always going to sag; if you can account for sagging, that helps.

Measuring tape is going to give me a location of where I can drill from the outside in, if you do not have extra-long drill bits. (I finally decided to go get some longer drill bits out of the truck)

Photo 32 shows the carriage bolts. These bolt all the way through the entire frame and that locking block on the inside, to make this opening a rock-solid unit.

In **Photo 32**, the unit is almost completed. All we are missing is the external cover plate on the outside. We've got all the spacers and everything in place, ready to go. **Photo 33** shows the coverplate installed and the internal trim finally installed.

There is a square spindle with a spring that goes into the handle and that drives the mortise body. **Photo 34** shows the door completely sealed and put together. Notice the wire mesh shim all the way around the drywall. This is a high security room.

» Photo 35. Bottom pin

» Photo 36. Completed external view

In **Photo 35**, you can see that the bottom pin drives into the floor. We needed to create the floor pocket for it. What I do is close the door, have that mounting bracket in place, and then I actually draw around the pin. Then I come back with a diamond hole saw and cut out the bottom strike pin pocket. We bolted the floor strike down and used JB Weld epoxy or SteelStik rather than a very liquid type of epoxy. The liquid type could possibly fill that container where the pin goes and cause some major problems.

Photo 36 shows the completed external portion of the door. This will have electronic access, so we have wire running through the hinge and through the door, but that is another company's job. Now we have a reinforced unit that is ready to go and fully functional.

To watch the video, scan the QR code or go to www.youtube.com/watch?v=q5bjU4pHhvo

Wayne Winton is the owner of Tri-County Locksmith Services, located in Glenwood Springs, Colorado. Check out WaynesLockshop.com and lockreference.com for more information.

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by Locksmith Ledger staff

Hinges A to Z

Continuous hinges and electronic power transfer devices can solve many commercial door problems

There's no point in upgrading locks on a heavily used commercial door – or, for that matter, any door – without first taking a good look at the entire opening. Sagging doors have always been an opportunity for the professional locksmith. Hinge and backing tab deterioration are especially vulnerable in hollow-metal doors and frames. Heavy traffic, abuse, lack of maintenance, corrosion, and inadequate frame attachments all lead to premature failure.

Sagging doors are at least partially caused by gravity, so sagging can be difficult to prevent. Here are three potential solutions.

- **Before the door is installed**. For new construction or new doors being installed, make sure the doors are specified with the correct weight limits per number of hinges per your manufacturer's recommendations. If there are concerns for particularly heavy or high-traffic doors that take a lot of rebuttals, try specifying or recommending a continuous hinge. The anchor hinge will help to spread the weight throughout the top of the frame, and the continuous hinge will help to spread the weight throughout the side of the frame. That's instead of having most of the weight and rebuttal on that poor, overworked top hinge.
- **Preventative maintenance:** When you already are working on a door or happen to be walking through one, keep your eye out for tighter-than-normal clearances, particularly at the top of the latching side and the bottom corner of your door. Take a glance at the top hinge. Do the screws look loose? These are early signs of door sag.
- **Lift, align and reinforce.** First, lift the door by using a few wedges or an inflatable wedge to let that door release all that weight. Then, align the door in the frame with the correct clearances. Last, after the door is aligned properly, you can screw in a high-frequency reinforcing pivot. These reinforcing pivots might not be the most attractive piece of hardware, but they sure hold their weight, and it certainly beats reinstalling the door and frame.

Continuous hinges offer attractive, durable (and profitable for the locksmith) retrofit solutions. According to our Locksmith Ledger 2023 National Average Price Survey, a continuous hinge installation averages $270.

» Select Hinge products

"For most commercial doors that draw a decent amount of traffic, I recommend having a heavy-duty ball-bearing butt hinge that meets ANSI/BHMA A156.1 Grade 1. These hinges are a well-oiled machine — simple to replace, easy to shim and have been cycle-tested more than 2.5 million times. So when would you want to use a continuous hinge instead of a heavy-duty butt hinge?" said Benji Bolick, The Door Dork, senior digital communications specialist at ASSA ABLOY Opening Solutions.

A continuus hinge has several advantages over a heavy-duty butt hinge. First, they help with door weight and pressure distribution. On standard butt hinges, most of the door's weight hangs on and pulls on the top hinge. A continuous hinge distributes that weight evenly throughout the frame. As a result, your opening will stay in alignment longer, and the longevity of your opening will increase.

Second, they help with security. An intruder who encounters a continuous hinge would have to cut through the entire edge of the frame to remove your door. If you used a butt hinge, the intruder simply could cut through a few small hinges to gain access to your facility.

Continuous hinges come in two basic varieties: pin and barrel (piano hinge style), and aluminum geared hinge versions. The stainless steel versions of the pin and barrel hinge have some advantages in hospitals, food service, or areas where harsh cleaners or corrosive chemical atmospheres might be an issue. On the other hand, the geared aluminum continuous hinge tends to have more load-bearing capacity, a wider range of applications and considerably lower cost.

Three-hour fire ratings are now available with both types, and both types distribute the load over the entire edge of the door and frame.

It is important to consider the door width, thickness, weight and clearance when choosing a hinge. Full-surface hinges that fit tight door jams have now made retrofit applications pretty much universally practical. Narrow-faced frame versions now allow full-surface aluminum geared continuous hinges to be applied to most existing doors with no need for surgery on the door or frame.

Distributing the weight and kick-back across the entire door and frame edge, dramatically increases the load the hinge can carry and life-cycle of the assembly. Hinge maintenance is becoming a thing of the past. The most startling fact is that one continuous gear aluminum hinge has tested to 25-million cycles – 10-times the ANSI/BHMA A156.26-2012 American National Standard for Continuous Hinges.

» McKinney continuous hinge

» Markar continuous hinge

» Ives geared continuous hinge

Mounting Styles

There are four basic mounting styles of continuous hinges on the market today with a couple of variations that you should know about. They are:

1. Surface Mount
2. Half Surface Mount
3. Fully Concealed
4. Specialty

All four are available in a variety of materials, such as steel or stainless steel. Two and three are popular, but they're not as much so as the full-surface mount models. One reason is that surface continuous hinges commonly require the least space between door and frame than the others. The general accepted gap between the door and the frame opposite the hinge of a full-surface continuous hinge is 1/8 inch plus 1/32, or 5/32 inch. With the others, this gap is usually more, which means that it may be impractical to use them in a retrofit situation.

All types of continuous hinges come in an assortment of finishes, such as brass, Nickel, and charcoal – in addition to standard and heavy duty. Most of the time you, as a locksmith, will work with surface-mount continuous hinges – 'pin and barrel' or geared.

The fourth type is a specialty hinge. They represent specific kinds of continuous hinges designed for specific applications. A good example is a continuous hinge equipped with wired connections for an energized lockset mounted inside the door for access control.

Installation Tips

Before you begin retrofitting a door with any type of continuous hinge, you need to measure the door and the opening in which it fits. As mentioned earlier, a surface-mounted continuous hinge requires about 5/32-inch between the door and the jamb on all sides. Some locksmiths insert slotted screwdrivers on all sides to shim the door while others make use of tongue suppressors or popsicle sticks. Take your pick.

Consider the following steps as a general explanation of how to install a full-surface continuous hinge in an average door opening. However, always refer to the hinge manufacturer's installation instructions before proceeding.

- Remove the pivots or other hinges from the door.
- Shim the door on all sides, being careful to maintain proper spacing on all sides.
- Measure the height of the door and cut the continuous hinge accordingly.
- Mount the hinge to the frame first and then the door (Some experts say to mount it first to the door).
- Use the screws and other hardware provided by the hinge manufacturer. Substituting may place the door installation in jeopardy.

- Be sure to use several through-bolts so the door cannot be removed from the continuous hinge from outside. Be sure to space them over the length of the door and frame.
- Where applicable, install a hinge cover over both of the extended leafs.
- Remove the pivots or other hinges from the door.
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The conventional method of installing a continuous hinge takes at least two technicians and many hours. It's one of the most labor-intensive jobs that most locksmiths perform.

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- Where applicable, install a hinge cover over both of the extended leafs.

Troubleshooting Tips: Wired Power Transfers

In the case of wired power transfers, the wire that passes through the door hinge is flexed and stressed during every door operation. Eventually, it will require replacement.

So, installing or revisiting an electric power-transfer installation often is necessary, and you have to assess all the variables when you plan and price the repair or upgrade.

If a door already has electrification, how does that affect a potential hinge upgrade or replacement? This depends on the type of locking device on the door. Check for any visible signs of damage or abuse to the door or power transfer.

Before you dismantle the door, determine whether the problem is in the lock, the EAC system, the associated building wiring or the power transfer itself. Worn internal wires in a power transfer are a common point of failure.

Inspect the connections between the power-transfer wires and the lock and premises wiring. Test for continuity of each conductor, shorts between conductors or between conductors and ground. Because the wires pass through a metal hinge, they're prone to shorts to ground, which might be overlooked.

With your multimeter connected to the power-transfer wires, move the door to flex the conductors and look for fluctuations in conductivity. If so, find a power-transfer product better suited for the door, compared to other methods. Shims are built into the leaves, maintaining the structural integrity and durability of the leaves.

An Alternative Installation Method

The conventional method of installing a continuous hinge takes at least two technicians and many hours. It's one of the most labor-intensive jobs that most locksmiths perform. What if there was a faster, easier method?

Locksmith Ledger contributor Wayne Winton demonstrates his method of installing the hinge without removing the door. See the video at www.locksmithledger.com/21270882

Power-Transfer Choices

If you upgrade a door to electronic access control (EAC), wired continuous hinges are an option. In these hinges, most of the hinge is mechanical, and a small section of the hinge that's mounted separately contains the wiring.

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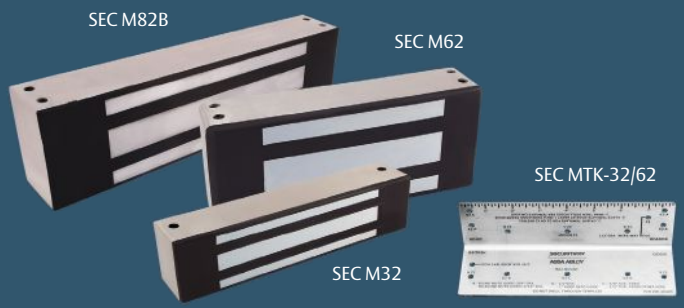

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Repairing or replacing a defective wired continuous hinge, thus, is relatively easy, and the door doesn't have to be removed, or its use suspended while the door is being repaired (except for when wiring and final installation is performed).

When determining the best power-transfer device for your application, answer the following questions:

1. What type of door is at the opening? The type of door can help you to anticipate the degree of difficulty of the installation.

A solid-core door represents a challenge to get conductors from the hinge side to the lock location (the latch edge).

Hollow metal doors aren't exactly hollow. Bracing and internal intumescent material might be inside the door, which will complicate installing the wire. Drilling a fire-rated door could affect the rating.

Aluminum glass storefront doors and frameless herculite doors require special treatment to wire them.

» Marray electrified hinge

2. What is being wired to the door?

Devices installed in doors typically are switches or sensors, electric-locking or latch-retracting solenoids, or electromagnetic devices.

The duty cycle and current draw will control the diameter and number of conductors transferring between the frame and the door.

Some devices require power or a connection only while the door is closed. This would include fail-secure locksets that must energize the lockset while the door is closed to allow the lever to become functional and enable the door to be opened.

Other types of locks require continuous power regardless of door position to ensure smooth operation. An example would be door-mounted electromagnets or exit devices that use latch retraction.

Interrupting power might result in latch-syncing issues or prevent the door from closing and latching. Many electronic devices don't operate well in environments where power is interrupted frequently.

The type of device also will determine the power required to be carried on the transfer wires as part of a switching circuit or to operate the lock.

If you service an existing locking system, you should conform to the original locking system circuit design when considering replacing the power-transfer device, unless the problems with the door system points to a design error with regard to the power-transfer product specified.

If you upgrade to a different lock or system, it also might require rethinking the power-transfer hardware.

For More Information

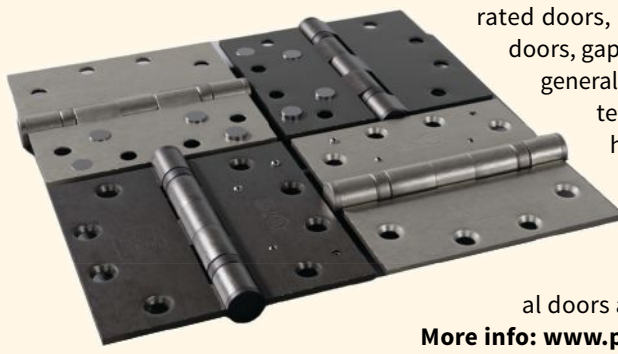
Following is a list of the major hinge manufacturers and their websites. Also check with your local locksmith distributor.

- Pemko, part of ASSA ABLOY Architectural Hardware: https://www.assaabloydooraccessories.us/en/
- Architectural Builder's Hardware (ABH) : https://www.abhmfg.com/
- Select Hinges: www.select-hinges.com
- Ives, an Allegion brand: https://us.allegion.com/en/home/products/brands/ives.html
- Precision Hardware, part of dormakaba: www.bestaccess.com
- National Guard Products (NGP)
- PBB Architectural: https://pbbinc.com
- McKinney, an ASSA ABLOY Group company: www.mckinneyhinge.com
- Marray Hinge: www.marray.com
- SDC Security: www.sdcsecurity.com
- Hager: www.hagerco.com

PBB Shimming Hinge

PBB has introduced its new, patented solution for shimming/squaring doors. This method requires only a quick turn of an Allen wrench, allowing you to shim the hinge instantly and saving time and money compared to other methods. Shims are built into the leaves, maintaining the structural integrity and durability of the leaves. Applications include fire-rated doors, access control doors, gap reduction and general shimming. The templated hinge hole pattern is compatible with both wood and hollow metal doors and frames.

More info: www.pbbinc.com



» PBB Shimming Hinge

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by Dave Stammen

» StormPro multipoint doors and exit devices

Understanding Windstorm and Shelter Standards

The focus for shelter doors and hardware is on heavy-duty protection and life safety

Approximately 1,200 tornadoes hit the U.S. annually, according to the NOAA National Severe Storms Laboratory. They're typically the most sudden, intense, and destructive storms, packing winds that can reach up to 250 mph at their severest. A derecho is another powerful windstorm. Although less frequent, they can do considerable damage along the "Corn Belt" and from the southern Plains to the mid-Mississippi Valley.

Right now, it's the Atlantic hurricane season. These storms tend to form close to the U.S., particularly in the Gulf of Mexico, the western Caribbean Sea, and near the Southeast and mid-Atlantic coasts. This puts Gulf and Southeast states in the path of sustained winds that can climb to 200 mph. Think of Hurricane Ian, which made landfall in Florida last September. That Category 5 Atlantic hurricane was the deadliest one to strike Florida since 1935 and the third costliest on record.

How one town stepped up

The innovative town of Babcock Ranch, Fla., just inland from Fort Myers, was forward-thinking enough to build homes that could withstand Ian's hurricane-force winds. Nearly all its 5,000 residents were able to stay put and experienced only very minor damage. It was also providential that only a month before the hurricane, the community had completed a designated hurricane storm shelter that met the International Code Council's strict ICC 500 standard. Up until then, that part of Florida lacked such a place of refuge.

Most of the time, the structure serves as the Babcock School system's fieldhouse that features gymnasiums, a cafeteria, locker rooms, and shower facilities. But as the hurricane approached, it quickly shifted into storm shelter mode and ended up comfortably housing 1300-plus people (and hundreds of pets) whose homes in nearby communities suffered severe damage.

What ICC Says

Code requirements for designated storm shelters have only been around since 2008. In other words, it's a fairly new standard. For many architects, it's often a whole new design and learning experience when a storm shelter project lands on their drafting tables. For locksmiths, it's a fresh opportunity to become an expert on ICC 500-certified opening solutions and why a door, frame, and its hardware come as a complete certified assembly. It's also a chance to become a go-to installation professional

in hurricane country where an increasing number of these hardened structures are being planned.

The standards for typical residential and commercial structures in coastal hurricane regions fall under specific state windstorm codes that, while rigorous, are not as stringent and defined as those for ICC 500. For those building a house, store, or office building in Florida, along the coast of the Carolinas, or even up to Maine where high winds speeds are common, codes dictate that windows and doors must be impact protected. One way is to secure ¾" plywood over openings before the storm hits. But most people in those areas opt for installing doors and windows approved for hurricane impact and that are performance-rated for winds up to 150 mph. ASSA ABLOY offers many code-compliant products in this category.

A designated storm shelter, however, must comply with the stricter, more complex ICC 500 requirements. Some might think, "Well, that Florida-approved hurricane door we used for storefronts should work just fine for the new storm shelter we're designing." Not so.

For most coastal hurricane applications, the concern is making sure doors, frames, and hardware don't create an opening that allows wind to get in and double the pressure on a building. But for life safety, storm shelter products must be designed, manufactured, and tested with much heavier gauge materials and hardware that can withstand impact energy that is 14 times greater than the typical coastal hurricane impact energy.

ICC's International Building Code (IBC) states that all designated storm shelters must be built according to ICC 500. ICC Section 423 says it "applies to the construction of storm shelters constructed as separate detached buildings or constructed as rooms or spaces within buildings for the purpose of providing protection from storms that produce high winds, such as tornadoes and hurricanes. Such structures shall be designated to be hurricane shelters, tornado shelters, or combined hurricane and tornado shelters."

Since 2015, the code also requires the construction of tornado storm shelters in all new schools, new additions to existing schools, and first response centers in the 23 states within the red wind zones on the ICC 500 map.

However, Michigan, Ohio, and Oklahoma have chosen to push out storm shelter requirements for K-12 schools to the states' code annexes, which means that schools have the option of adding one or not, but it's no longer a requirement.

ASSA ABLOY is the leader in the industry for storm shelter doors, door frames, and door hardware (provided as a complete system) and has third-party certifications that show compliance with ICC 500-2020 standards as referenced in the latest building code.

The company is also a product leader in the more common coastal hurricane applications category with one of the largest portfolios of product offerings, including commercial steel doors that meet Florida Building Code (FBC) approval. A wide variety of hardware, decorative, and performance options are available as well, depending on structural pressures that architects are trying to meet.

The range of storm shelter door solutions is more limited, which is logical since the focus for shelter doors and hardware is on heavy-duty protection and life safety. Even so, aesthetics are always part of the design and an important factor.

At the Babcock Ranch Fieldhouse/Storm Shelter, architects chose Ceco StormPro® FEMA door assemblies utilizing SARGENT hardware for the 16 sets of double and single doors in the building. Ceco and Curries StormPro Systems include ICC 500 tested and certified cold rolled steel doors in 16, 14, and 12-gauge face skin options, frames in 16, 14, and 12-gauge options, a 1-3/4" door thickness, multi-point locks including exit devices, and the ability to add narrow light 4" x 25" factory-installed fire-rated StormPro glazing.

Storm shelter locking hardware includes Corbin Russwin FE6600 Series and SARGENT FM7300 Series multi-point mortise locks, engineered to provide a full range of mechanical and electromechanical functions. Corbin Russwin FE5400S Series and SARGENT FM8700 Series exit devices are also available and come with specially machined rails and internal components to make them sturdier and more robust.

» **Corbin Russwin's FE6600 windstorm-rated lock**

Many of these products are approved for access control solutions. Codes will require whether access control devices need to be fail-safe or fail-secure, depending on the opening. For storm shelters, door hardware needs to be fail-secure in order to ensure the door remains locked if power goes out.

ASSA ABLOY Group brands Markar and McKinney also offer a selection of hinges and other accessories that meet storm shelter requirements.

The key to success is learning and understanding the importance of storm shelter requirements and codes, adhering to them, and working with the inspectors enforcing and monitoring them.

Here's the best place for more information about storm shelters, ICC 500, and tornado/hurricane-resistant opening protective products: https://www.assaabloydss.com/en/solutions/solutions-by-challenge/threat-protection/weather-resistant.

Dave Stammen is director - windstorm opening solutions, ASSA ABLOY Door Security Solutions

by John Dobberstein

» ASSA ABLOY Critical Infrastructure traffic cabinet lock

Securing Critical Infrastructure

ASSA ABLOY's Critical Infrastructure division targeting global growth

With its acquisition of French access control leader Alcea completed, ASSA ABLOY's Critical Infrastructure division is looking to grow its footprint globally as firms look for solutions to lock up their critical equipment and technology in a world of ever-increasing threats.

At ISC West this year, AAGS-CI showcased Alcea's Alwin security management software, which is part of a total access management solution being offered to critical infrastructure customers.

Recently, AAGS-CI brought on Mark Pekovitch as its new Alwin and Alkey Solutions product manager. Among his responsibilities will be working with the Alcea team to bring their product line to life in the U.S. Before joining ASSA ABLOY, Pekovitch worked at Eberhard Mfg. – formerly Illinois Lock – for 13 years, including the last four as product engineer and manager.

The company also announced a few weeks ago that it's opening a new critical infrastructure unit in Norway.

'Working with Everybody'

Of late, ASSA ABLOY has segmented its markets into end-user verticals to "gain a deeper understanding of the specific needs of customers and end users with a goal of delivering customized and targeted products and solutions," the company says.

This includes acquisitions meant to "increase the company's relevance and cater to specific markets," according to its 2022 annual report. The Alcea acquisition and the addition of its security supervision software and associated access control hardware is expected to strengthen ASSA ABLOY's market position in critical infrastructure.

"We are transforming ourselves from a locking-device solution into a full solution provider for critical infrastructure customers," says Jerry Burhans, managing director for AAGS-CI. "Having Alwin is a big step into a connected future where we can help manage our customers' entire security and access ecosystem with seamless, third-party integration capabilities.

"Our focus is to take our edge security hardware products and help bring those to the forefront of the top-line solution. Because most of these applications have an existing enterprise access control system, they want help integrating these devices.

"If a utility says, 'We'd really like ABLOY CLIQ padlocks for our substations, and we want to add XYZ manufacturer for video management or IP cameras. Can they talk to each other?' We can say 'yes.'"

AAGS-CI has 18 locations globally but the strongest market in each of them can vary. In the U.S., it's utilities, and in Africa it's telecom. One of its big customers is the Corona Wind Project in New Mexico, that is providing power to Los Angeles. The 6,000 wind terminals all have AAGC-CI locks.

"Here in the U.S., we're really strong in renewables," says Burhans. "When you look at pretty much any wind farm or wind turbine in the U.S., it's got our padlock product, whether it's a mechanical version, a keyless Bluetooth, or our electromechanical CLIQ system.

"We may have customers that we deal directly with through either a distributor or an integrator, or an OEM partner. But we really make sure to take care of the channel here in our division because it's very important in the U.S. that you're working with everybody."

Burhans says many critical infrastructure facilities or projects have unmanned substations and gas pipelines that need to secure valuable gear – especially in the utility market where NERC Critical Infrastructure Protection (CIP) standards require an audit trail for areas that weren't credentialized before.

The problem, Burhans says, is many of these critical infrastructure sectors have mechanical locks and key systems that are widely available. Take traffic control, for example. He noted that several years ago a locksmith for the Metropolitan Transit Authority in New York put a key ring on eBay and people with 3D printers were able to print those keys.

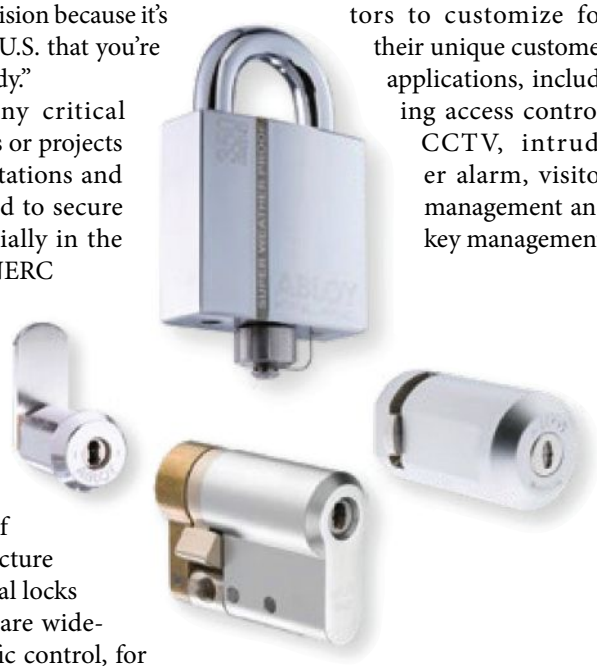
"Even if someone doesn't want to steal anything, they can use a #2 key for a traffic cabinet, open it, and tamper with some very costly Intelligent Transportation System (ITS) gear inside," Burhans says.

Filling a Gap

As customers deploy more edge security devices within their critical infrastructure, all of which require audit trail, NERC/CIP compliance, and status updates, they need a scalable top-line solution capable of integrating into the enterprise access management systems they install in their facilities.

Many of AAGS-CI's customers, such as utilities, telecom or energy liked the company's edge security products but had different manufacturers for functions such as electronic access control, video management or intrusion that needed connection to their top-line software.

Alwin software is designed to monitor and protect security-challenged sites against intrusions. It includes supervision software organized into several modules for systems integrators to customize for their unique customer applications, including access control, CCTV, intruder alarm, visitor management and key management.



» Abloy Protec 2 components

» Abloy Cliq electronic key

Alwin will bring the company's security locks, padlocks and CLIQ cylinders, access software and keyless Bluetooth devices together with video management and intrusion detection to bring real-time visibility and access management to critical infrastructure sites. The software integrates or interfaces with the leading technology manufacturers of access devices, readers and video systems.

Having Alwin in the division's U.S. portfolio fills a needed gap, AAGS-CI says, because facility managers and systems integrators have access to a whole system – software and security hardware together – allowing full visibility of critical site equipment and situational awareness.

Several technologies, systems or protocols can be upgraded together, on both new and existing installations.

Listening to Customers

Burhans adds that if a company has committed to electronic access control or badges, but doesn't like their video management system, AAGS-CI has video management software in the system if they want to switch.

The company has collaborated with many manufacturers on access control improvements without forcing clients to buy software that may not integrate properly.

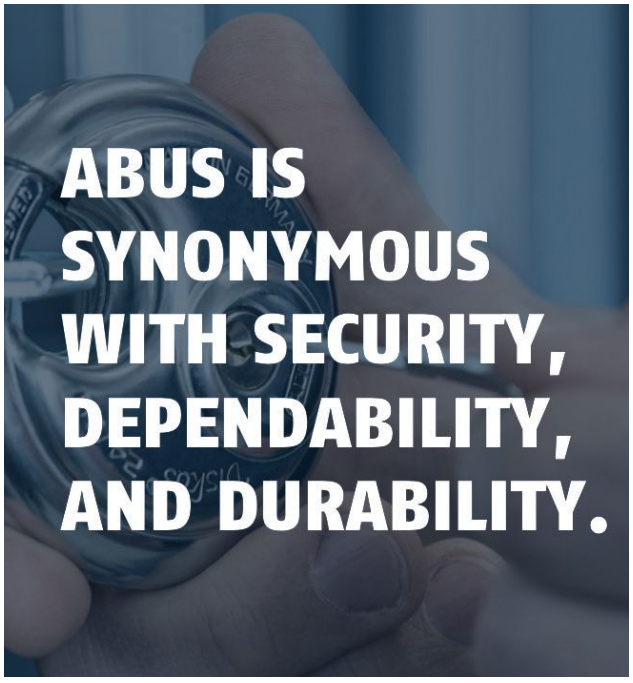
"We're trying to be a good manufacturer and listen to the customers," Burhans says. "There are many leading access control manufacturers out there. You're not going to unseat these companies, but you could collaborate with them so our hardware integrates with their software as part of a complete solution.

"With the U.S. government passing laws to spend money in critical infrastructure there's a lot of potential, but you have to keep your ear to the ground and listen to the voice of the customer, making sure that you're delivering things that the customer wants, not what we think they need."

Corporate Profiles

ABUS is a renowned company specializing in safety and security solutions with more than a century of industry knowledge, maintaining our high ranking of being a global brand for security. The origin story of ABUS began in 1924 when August Bremicker and his sons first produced traditional padlocks.

Now, a century later, ABUS' comprehensive product range caters to various security needs and is designed to provide fundamental protective measures.



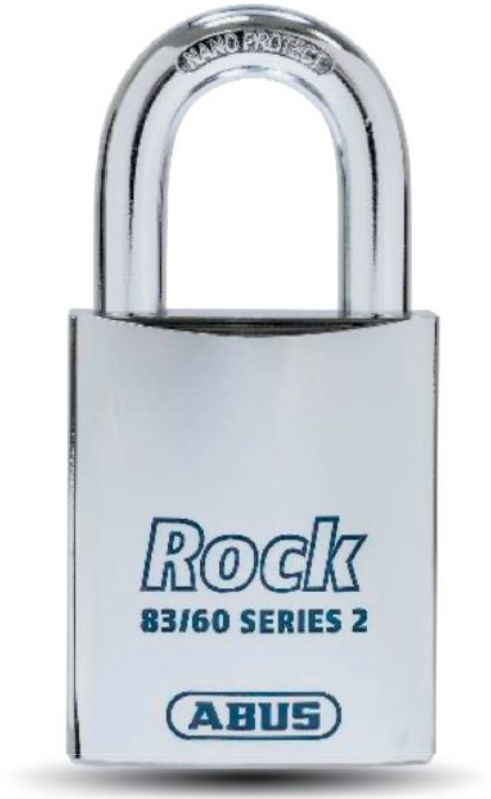
ABUS invests in extensive research and development efforts to maintain our excellent reputation. Our dedicated centers conduct thorough testing on all products to ensure they meet international standards and can fulfill individual customers' unique requirements.

This commitment to quality and innovation has solidified ABUS' position as a trusted and dependable brand in the security industry.

With a global presence, ABUS operates through 25 branch offices worldwide, including our U.S. subsidiary in Phoenix, Arizona. Our U.S. office reaches and serves customers across different regions, providing effective security solutions and reliable support. ■

THE ROCK AMONG LOCKS

INTRODUCING 83/60-5 ROCK



The 83/60-5 is a true globetrotter, covering a wide range of worldwide applications.

Where country-specific individual locks were previously required, the 83/60-5 can now accept a wide variety of cylinders, including LFIC, and can even be integrated into existing locking systems.

Our customers can secure high-value items in high-traffic areas such as construction sites and more, thanks to the 83/60-5.

KEY FEATURES

- Padlock applications include gates, hasps, and any 83/60 shackle-accepting locking devices
- Shackle and lock body made of hardened special steel with NANO PROTECT™ coating for extra corrosion protection
- Drilling and pulling protection
- The 83/60 will accept the following:
  - LFIC Sargent cylinders, LFIC Medeco cylinders, SFIC cylinders, and ABUS 83 Series cylinders

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SCAN ME

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Corporate Profiles

Autel is a leading developer, manufacturer, and distributor of professional automotive diagnostic tools, equipment, and accessories. Autel is committed to producing leading-edge tools providing customers with enduring value and superior technology worldwide. Autel's dedication to research and development for nearly 20 years enabled this global company to create products that have consistently met or exceeded customers' expectations in value, quality, and functionality.

Professional and do-it-yourself technicians in more than 50 countries worldwide, including the United States, Germany, the United Kingdom, Dubai, and Australia, use Autel products.

Autel's landmark tools include its flagship MaxiSYS line of comprehensive, advanced diagnostics tablets that enable technicians to perform OE-level diagnostics on U.S., Asian, and European vehicles, 1996 and newer. Functionality includes performing all systems module scans and advanced coding and adaptations.

With a successful background in diagnostics, Autel confidently expanded its product line into the Tire Pressure Monitoring System (TPMS) servicing, Key and Immobilizer Programming, Battery and Charging Systems Analysis, and Advanced Driver Assistance System (ADAS) calibration markets. Autel offers a comprehensive TPMS product line with tools and the universal programmable, dual-frequency 1-Sensor, with 99 percent vehicle coverage. Our key programming tools feature expert-level IMMO and key programming functionality, and our battery analysis tools are among the industry's most comprehensive and intuitive.

Autel continues to develop software and expand its targets and calibration toolsets to enable its substantial ADAS calibration systems user base to diagnose and calibrate the various devices and systems of today's advanced vehicle safety systems. With the future in sight, Autel is expanding to Cloud-based solutions for automotive shop management and sharing comprehensive and of-the-moment repair and servicing information.

Autel remains dedicated to providing technicians with progressive software and tools designed to meet the challenges of servicing the vehicles of today and tomorrow. ■

AUTEL MAXIIM

KEY PROGRAMMING + ALL SYSTEM DIAGNOSTICS + MAINTENANCE SERVICES

MORE POWERFUL THAN EVER

64GB MEMORY | 7-INCH TABLET | XP200 INCLUDED **IM508S & IM608PROIIKPA** 128GB MEMORY | XP400PRO INCLUDED | JVCI & IMKPA KIT INCLUDED

UPGRADED OPERATING SYSTEM ANDROID 11
EXPERT MODE FOR ADVANCED KEY LEARNING
SMART MODE FOR GUIDED AND AUTOMATED KEY LEARNING
READ PIN/CS (ALL KEYS LOST) KEY GENERATION, KEY LEARNING,
REMOTE LEARNING, PROGRAM AUTEL IKEYS

KM100 | 60-SECOND KEY GENERATION
GUIDED PROCEDURES

IKEYS | 2-7 BUTTON MODEL CONFIGURATIONS
700+ VEHICLE KEY REPLACEMENT

Autel key programming and IMMO products are designed for professional locksmiths and NASTF-registered Vehicle Security Professionals.
Please consult the licensing requirements of your local municipality before purchasing Autel's key programming and immobilizer tools.

Request Information: www.locksmithledger.com/21091903
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EMAIL: USSUPPORT@AUTEL.COM

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AUTEL TECH SUPPORT WE SUPPORT ASE TECHNICIANS

AUTEL®

Corporate Profiles

banner™ SOLUTIONS

Locksmiths and Security Professionals never have enough time in the day. Sourcing solutions to satisfy your customers' needs while simultaneously growing your business can be challenging. Which is why **Banner Solutions offers the most extensive selection of door hardware and automotive product solutions** to simplify your sourcing needs. Our product selection is backed by a technical sales team with decades of locksmith-specific know-how, same-day shipping from a nationwide distribution network and a website designed to help you easily find the products you need.

Beyond simply sourcing products, we focus on solving problems. Every member of our staff is dedicated to providing you with support, guidance, and recommendations. If you need assistance with Electronic Access Control, we'll work with you to design a fully customized system from the ground up to meet any requirements and back you up with support every step of the way.

At BannerSolutions.com we provide the ease and efficiency you need to find and order the right products quickly so you can spend more time on other priorities. With live inventory, shipping lead times, the ability to view order history, and even add keying services to your orders - you can use our website to get the job done quicker.

Shipping hardware is a simple task, but truly delivering solutions is a taller order, and it's the "why" behind everything we do. We aren't Banner Hardware, or Banner Distributors, we're Banner Solutions, because that's what we deliver every single day, and we're here for the Locksmiths that expect more than just hardware in a box. We're here for the ones that expect solutions.

Spend more time focused on growing your business and let Banner Solutions handle the rest. ■

COMMERCIAL LOCKS
44,227 PRODUCTS

RESIDENTIAL
14,240 PRODUCTS

ELECTRONIC ACCESS
16,764 PRODUCTS

EXIT DEVICES & TRIMS
7,712 PRODUCTS

AUTOMOTIVE
8,435 PRODUCTS

DOOR CONTROLS
4,201 PRODUCTS

CYLINDERS & KEYS BLANKS
26,031 PRODUCTS

PADLOCKS
2,644 PRODUCTS

SAFES
291 PRODUCTS

LOCKSMITH TOOLS
1,769 PRODUCTS

HINGES & PIVOTS
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DOOR TRIM & ACCESSORIES
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Corporate Profiles

For 35 years, **Camden Door Controls** has been an industry-leading provider of innovative, high quality and competitively priced door activation, control and locking products for any access control or automatic door application. Our unsurpassed combination of product quality, performance and value laid the foundation for our recent expansion to a new 40,000-square-foot production facility in Toronto, Canada. This move reflects our unwavering commitment to ongoing innovation.

Camden has earned its reputation for market leadership as the industry's one-stop source for touchless, wireless, restroom control and locking products, supported in a number of ways:

World-Class Customer Support. Camden Door Controls has built a wide range of customer service features on our website, including 24/7 order and delivery tracking. We also released the industry's first fully automated online Switch Selection Wizard. The Wizard not only selects and displays the best switch from an array of over 4,000 Camden models, it also provides links to related products, such as mounting boxes, wireless accessories, and more. We take pride in offering a selection of resources available online any time you need it, including manuals, application guides, specification sheets, installation videos and high-resolution product images.

Quality Control. Camden Door Controls is an ISO-9001-2015 certified manufacturer with internationally recognized quality management processes. Camden products are rugged, versatile, and designed to provide years of trouble-free service in almost any commercial, institutional, or industrial application.

As an industry-leading manufacturer with a supply chain that spans the globe, Camden maintains a rigorous QC process that ensures all electronic components and metal work is inspected and approved prior to assembly into finished products. After assembly, outgoing quality control of finished products includes up to four points of inspection and testing before they are shipped, assuring our customers that every product that carries the Camden name exceed our customer's expectations for performance and reliability.

Our singular dedication to the best product quality gives Camden Door Controls a manufacturing defective rate of less than 1%, and allows Camden to provide our customers with warranties ranging from 3 years to lifetime!

Product Delivery. Camden offers shipping as fast as next day in some areas, and 2-day shipping to a number of cities in the continental USA. In addition, we also operate a 'quick ship warehouse in San Diego, California, as well as having products available through a network of more than 300 stocking distributor locations across North America.

In 2023, coinciding with our 35th Anniversary, we proudly unveiled a wide array of impressive new offerings, including:

- The award-winning CX-EPD1289L strike - the first surface mount rim strike with preload!
- CX-ED1959-MB outdoor-rated electric strikes, specifically designed for exposed perimeter doors and gates
- CM-SR series of high security, standalone 2-channel wireless relay receivers and encrypted fobs.

CM-7536VR Series 36" Column™ switches, which seamlessly integrate 'low-touch' and 'no-touch' activation into a single product, with National Building Code compliance for 'high/low' switch activation.

Call on Camden for all your door activation, control, and locking product solutions. We look forward to serving you and helping you Open New Doors to Innovation, Quality, and Support! ■

YOUR ONE-STOP SOURCE FOR EVERYTHING WIRELESS!

Lazerpoint RF™ Battery powered 915Mhz. wireless transmitters

SureWave™ Battery powered 915Mhz. wireless no-touch switches

CM-120TX Battery powered 915Mhz. wireless keypad

Kinetic by Camden™ No-battery 900Mhz. wireless push plate switches

CV-TXM-2 Two button 433Mhz. transmitter (CV-603 system compatible)

Lazerpoint RF™ One, Two & Four button 915Mhz. wireless transmitters

CV-WTX2 Two button 868Mhz. mini transmitter, with option for HID prox.

CV-WTX2H/4H Two & Four button 868Mhz. transmitters with HID iClass SE.

Camden offers the perfect wireless solution for any door control project, including ADA compliance, high-security encryption, the option for HID and HID iClass coils, and the widest selection of relay or Wiegand output receivers.

LOCKING | ACTIVATION | CONTROL | ACCESS

CAMDEN DOOR CONTROLS

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CODELOCKS: PROVIDING SMARTER ACCESS FOR EVERYONE

Founded in 1991, Codelocks is a global business with U.S. corporate offices in California. Codelocks designs and supplies a wide portfolio of access control solutions for doors and cabinets, offering smarter access for everyone. Products include stylish standalone push-button mechanical locks, digital electronic locks, KitLock locker locks and innovative smart lock solutions that use the latest technologies. Convenience is at the heart of all Codelocks products.

The locks can be used for a variety of applications within the health, hospitality, education, office and recreation markets to help limit building and room access to selected staff members and safeguard confidential or hazardous materials. Programming options include remote code generation, audit trail code tracking, code-free mode, along with a variety of other functions to suit customer needs, making the locks cost-effective and scalable.

Codelocks has a dedicated technical team who take responsibility for getting things done and are on hand to respond to any questions or queries. The team draws on its expert knowledge to offer advice and support both pre- and post-sales, whether that involves specifying the right product for a specific application or providing installation instructions.

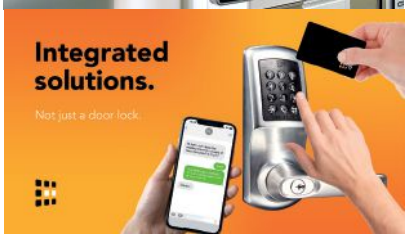
PRODUCTS

Codelocks offers an extensive access control range that allows its products to service a wide variety of applications. The locks can be newly installed or retrofitted, and many products can be re-programmed on the door, without the need to remove the lock. Product lines include heavy-duty locks that are ideal for high-traffic applications, locks with full-sized lever handles, and the option to choose between surface and mortise deadbolts and latches.

Codelocks is constantly utilizing and developing the latest technology to improve the functionality of its locks. It offers locks with a remote code generation feature; Codelocks NetCode® Technology, which allows codes to be issued remotely, using a web portal or smartphone app. Working in harmony with Codelocks and KitLock solutions, using NetCodes® allows for flexible temporary access.

KitLock by Codelocks is a convenient and stylish alternative to traditional key-operated locker locks. The KitLock range of products offer a more professional and smarter way to control lockers. With these modern and secure locks, hassle-free becomes simple. Various KitLock by Codelocks models feature NetCode®.

Offering comprehensive Gate Box Kits for gate and fence installations, Gate Solutions by Codelocks provides a simple and effective access control solution for fenced perimeters and outdoor spaces. Available with selected locks from the Codelocks Mechanical, Electronic and Smart Lock ranges.



Codelocks is excited about working with its clients to provide access to products in an innovative way. From bike storage to restaurant takeout, the self-service applications are endless. Codelocks is currently working on upcoming technology planned for 2023 that will help customers take the whole idea of integrated solutions to the next level, and for their customers, the experience will get even better. ■

Website: www.codelocks.us
Phone number: (714) 979-2900

Smarter access for everyone

Say hello to our best sellers

The CL600 Mechanical and CL5200 Electronic Codelocks are the ideal choice for controlling access in and around your property. From garden gates, sheds and summer houses to internal doors around the home, these locks are easy to install and even easier to operate.

Left: CL600 Mechanical, Right: CL5200 Electronic

- Unique **black finishes,** + **marine grade** options
- **Quick and easy** 'on the door' code changes
- Key bypass function for **peace of mind**

Founded in 1991, Codelocks' products are widely available for both residential or commercial use, including stylish push-button mechanical locks, digital electronic locks, KitLock locker locks and smart solutions, which are easy for users to manage and operate using a keypad, card and smartphone.

CODELOCKS
control + convenience

codelocks.us

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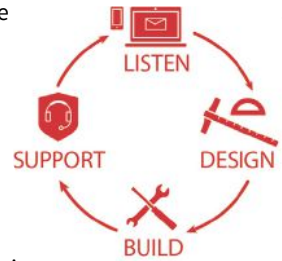
Corporate Profiles

Detex Corporation traces its roots back to a predecessor company founded in 1878 by Abraham A. Newman. Originally focused on manufacturing and selling stationary watchclocks, the company underwent a series of mergers in 1923. Consolidating with the Watchman's Clock and Supply Company, Eco Clock Company, and the Watch Clock Division of Hardinge Brothers, Inc., it adopted the name Newman Watchclock Corporation. However, a few months later, the name was changed to Detex Watchclock Corporation to differentiate itself from the old Newman Clock Company and emphasize its connection to existing Hardinge and Eco users.

Detex has built a strong reputation as a trusted provider of security solutions, safeguarding the well-being and assets of countless property owners. From cutting-edge innovations in life safety and security door hardware to integrated door security system, Detex, an American company, designs, manufactures, markets, and ships its products from New Braunfels, TX. It has established itself as a leading global manufacturer in the fields of life safety, security, and security assurance.

With a comprehensive range of products, Detex offers the most durable, easy-to-install, innovative, technologically advanced, and aesthetically pleasing life safety and security door hardware available on the market today. Whether it's multipoint locks, delayed egress systems, economical locks and alarms, or a variety of security hardware, Detex has been assisting retailers and restaurants for decades. Their security hardware is designed to prevent shoplifters from using emergency exits as escape routes, deter break-ins, and prevent dishonest employees from sneaking out through locked doors.



Detex provides all the components necessary for a customized, integrated door security system. Their EasyKits are designed to be easy to specify, order, use, install, and maintain. These field-proven, code-compliant kits fulfill all requirements for worry-free, safe, and secure control of building entry and egress. Detex has also developed specialized weatherized delayed egress systems for outdoor garden centers and systems that offer one-touch automatic locking or unlocking of doors. Whether you need to add a strobe light to an alarm or prevent a propped door, Detex has multiple solutions to address your specific challenges.

To support customers, Detex offers toll-free phone support from Monday to Friday, 8 a.m. to 5 p.n. Central Time. For technical inquiries or issues, customers can call 1-800-729-3839 and press 2 to speak with a technician. Detex products are available for purchase through various distributors, dealers, installers, and integrators. Customers can contact Detex or one of their representatives to discuss their challenges and specific applications. Additionally, signing up for Detex's monthly email newsletter ensures staying informed about the latest advancements in security door hardware.

No matter your needs or budget, Detex has the perfect product to meet your requirements. ■

ALL YOU NEED TO BECOME AN EXPERT.

SIGN UP FOR TRAINING

Visit detex.com/train48
or call 800-729-3839.

Hands-on Training from Detex

Grab your screwdriver and get into some of the industry's most innovative safety and security hardware at a Detex training session.

Benefit from learning experiences that'll make you an expert in our advanced products and see for yourself how easy it is to make facilities more secure.

DETEX®

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DORMAKABA REIMAGINES ACCESS
Connected Solutions Balance Safety, Security, and Design
dormakaba.us

dormakaba is a leading global provider in the access solutions market. The company reimagines access by setting industry standards for smart systems and sustainable solutions across the lifecycle of a building. Our broad, innovative portfolio of integrated access control, automation, and hardware products, solutions, and services easily fits into building ecosystems to create safe, secure, and sustainable places where people can move around seamlessly.

In today's increasingly digitized and populated world, security is no longer simply a mechanical process but an integral part of the global infrastructure. With the right technologies and partners, cutting-edge access management tools can support our shared transition into a smart and sustainable future, maximizing our security whether we need protection in crowds or clouds. We deliver access solutions as an experience, not just a suite of products, that must meet the unique needs of each customer.

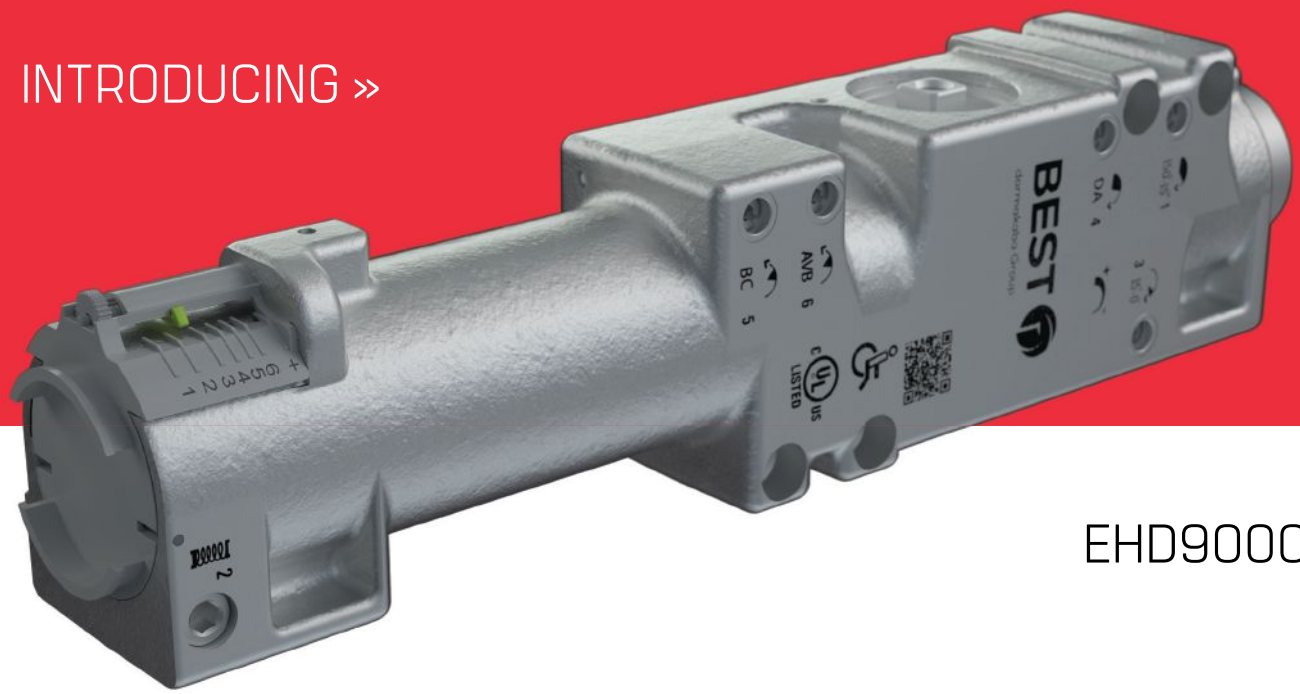
Architects, designers, and property managers and owners can find solutions that satisfy all facility safety, security, and performance challenges. dormakaba is committed to being present throughout every development phase of the building project, from initial consultation and specification writing to installation, maintenance, and support.

With over 150 years of experience and millions of installations worldwide ranging from pushbutton locks and door closers to entrance systems, interior glass, and fully networked and integrated access control, automation, and hardware solutions, dormakaba is your reliable partner for secure and flexible access to buildings and rooms. ■

SINGLE PIECE CAST IRON CONSTRUCTION

ONE LESS THING TO WORRY ABOUT

INTRODUCING »



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When it comes to your institutional door closer, you now have a better choice. If you're ready for long lasting performance and peace of mind, contact your local SECCAN representative.

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Corporate Profiles

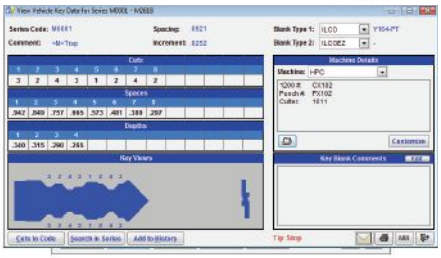
Framon Manufacturing has been producing precision key-cutting equipment since 1967. Frank Agius, the company's founder, was active in the locksmithing industry but unhappy with the machinery available to him. Frank invented his own code machine, which he called the Framon #1, to meet his demands. As time went on, Framon added to its key machine line, with models such as the FRA2, TKM-100, DBM-1, DC-300, Sidewinder, KX-1, FRA-2001 and MD-1. All models still are available and widely used today.

In 2002, Framon entered into a partnership with Gale Johnson to distribute Genericode key-code software. This program can send key-cutting information to a long line of machines, including Laser Key Products' 3-D Pro, Xtreme, Xtreme-S and Elite — fully automatic machines that can originate or trace high-security and standard edge-cut keys.

Framon later acquired Blue Dog Keys and now offers a full line of key blanks, specializing in odd and hard-to-find key blanks. Aside from the rarities, Blue Dog strives to carry every key blank in the Ilco catalog. Go ahead, ask us. We probably have it in stock!

Framon also runs a full-time locksmith shop, staffed by the same people who produce the key machines. Frank's Key & Lock Shop serves as the test bed for all new products we introduce. All of our products are backed by a 1-year parts, labor and freight warranty.

If you're thinking key machines, think Framon first! ■



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PRECISION TOOLS FOR THE LOCKSMITH PROFESSION

FRA2 Code Machine

Gcode Included!

Standard Package Includes

FRA2 Code Machine
Depth & Space Manual
FC8445 Standard Cutting Wheel
Six Spacing Blocks
FC8615 Medeco Cutter
Dial Calipers
Brass Shim
1/8" Allen Wrench
Spacing Clip

Widely recognized as the most accurate & durable code machine available

$1939.00
Suggested dealer price

Bullseye Installation Jig

Framon is proud to introduce our latest product, the Bullseye Installation Jig. The new installation jig will assist installers withcdrilling wood or metal doors, both 2-3/8" and 2-3/4" backset. The tool is completely self-contained besides a 3/32" allen wrench to change bore sizes. **Part# BULL**

$395.00

Blue Dog Assortments

Blue Dog Key now has Equipment, Dispenser and Electric Switch key assortments. These are handy additions to your toolbox. Each one includes instructions if you need to replace a key from the set.

BDEKS24- 24 Key Equipment Set - **$64.95**

BDEKS40- 40 Key Equipment Set - **$89.95**

Other New Sets From Blue Dog

BDDKS - 16 Key Dispenser Set - **$44.00**

BDESW - 6 Key Electric Switch Set - **$15.95**

Used by thousands of locksmiths around the world - EVERY DAY.

Be sure to check out our new website
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to locate those hard to find blanks!

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sales@bluedogkeys.com

Contact BOTH Blue Dog Keys and Framon Manufacturing Company:

989-354-5623 PHONE | **989-354-4238** FAX | 1201 W. CHISHOLM STREET ALPENA MI 49707

Request Information: www.locksmithledger.com/10172537

Corporate Profiles

IDN Global (International Distribution Network), is a provider of security products, access control solutions, doors and frames, locksmithing tools and related services to security professionals throughout North America. IDN's six business hubs and nationwide distribution centers are strategically located to provide same-day pick-up or next-day delivery across the US and Canada.

National Strength, Local Service

With a footprint of over 50 stocking warehouses representing over 300 manufacturers, IDN offers their customers the strength and buying power of a national organization with local product expertise, availability, and personalized service. IDN's branching network gives many security professionals the logistical option of same-day pick-up service, or next-day delivery.

Our Mission

We value our customers and their expertise, and continually strive to be their leading security hardware and door distributor, focused on value-added service.

Our Service & Product Offering

Whether it's security solutions, electrified/mechanical hardware, software, automatic touchless entrances, doors and frames, or other services, our goal is to deliver all orders on time with accuracy. IDN believes in a day's work in a day's time, which translates into shipping 100% of all orders received during the workday.

IDN delivers technical support in multiple forms; in the field with site walkthroughs, counter consultations, over the phone and internet, as well as at our hosted product and business education events, held at low or no cost to our customers. IDN customers have access to marketing support, referrals, as well as code compliance on a local level. Customers choose IDN because we know security, we can help them win business, and grow their profits.

Online Solutions

Our 24-Hour Web Store offers customers the ability to order any time of the day or night and to manage their account, build product favorite lists, view previous orders, invoices, track shipments and check pricing and product availability in real-time.

Relationships Matter!

Trust is the currency of business, not money! Sounds crazy, right? But stop and think about it; if you don't have trust, you're not going to do business with someone, and you certainly won't for any length of time. IDN is fortunate to have many second, third and some fourth-generation customers. We establish and keep these good relationships through consistency and care. How? By saying what you are going to do and doing it, and fessing up when you mess up! Everyone messes up once in a while. When you purchase a product from IDN, you not only receive the correct product on time, but you also receive IDN's ongoing support.

We Make Security Simple

To our large number of loyal customers, IDN is more than a distributor of security hardware and door products. We are an extension of their workforce and many call their friend! When you need security hardware, door products and services, call, email, or search IDN at www.idn-inc.com. ■

Proven Durability • Proven Performance
Exceeding 80 Million Cycles

BEST
dormakaba Group

The BEST 9K Series is easy to the core.
- Easy Installation
- Proven Quality
- Reliable Performance

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Corporate Profiles

What a difference a year makes, but "Wireless Smaht Locks" from Boston still fits!

End-users have gone from "I want to open the door with my cell phone using an APP" to "I need to manage by door remotely" to "I want to manage all my properties remotely from anywhere I am anytime 24/7." No problem. Keyincode has got you covered!

Keyincode's thought "One size does not have to fit All" means end users save money by installing the right physical lock on the right door, saving money without sacrificing quality or access control.

Our KeyinCloud Software allows you to "connect" and manage access for multiple Locks, Locations, and Users remotely from a single location using WIFI.

Simplicity is the name of the game. Access control with no wires to run means efficient and less costly installation.

We've added a wall reader and will soon introduce a narrow stile aluminum door electronic lockset completely compatible with our KeyinCloud software via your building's WIFI.

To complement our growing independent installer group and in support of end-users Keyincode's Tech Support has grown, we make it as easy as possible to "onboard".

For more information visit www.keyincode.com or contact us at 978-207-0269 or sales@keyincode.com

Keyincode 2500 keypad

KeyinCode Smart Lock Trio

Sneak peak: KIC 8500

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3 SMARTLOCK MODELS

To suit varying levels of environments

LOCKING DEVICE OPTIONS

Tubular, Cylindrical, Mortise, Exit Device and Wall Key-Pad Reader

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Wireless and very easy to install

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Electronic SmartLocks: Manage one door at a time via the K3 Connect app

WS SERIES WIFI STAND-ALONE

Connected to KeyinCloud: Manage multiple locks, locations remotely

KEYINCODE LLC
Joey & David Dalessio
Operating Partner / Owners

55 Concord St, Unit 231
North Reading, MA 01864
Tel: 978-207-0279

Email: sales@keyincode.com
Web: Visit keyincode.com or keyincloud.com

Request Information: www.locksmithledger.com/12415856

Corporate Profiles

KSP proudly manufactures small-format interchangeable cores (SFICs), and mortise and rim housings. All of our products have been made in the USA since 1983. We're located in Auburn, Massachusetts.

Within a year of our conception, KSP shipped our first order. Thirty-nine years later, KSP has built a strong reputation in the security industry for our quality and delivery, and our products can be found throughout the world.

We manufacture over 15 different keyways for the Small Format Interchangeable Core products that are interchangeable with Best, Arrow, Falcon & GMS. We have key blanks available for every keyway we supply. KSP manufactures mortise housings that have both the staked-on and screw-on cams available. We also have available convertible mortise/rim housings in the following styles, Medeco, Sargent, Schlage, Yale, Corbin Russwin and our own KSP (SFIC). We supply locksmith tools such as capping blocks, housing wrenches and staking tools. We are very proud to say that our products are made in the USA. For a complete listing of our products please go to our website **www.iccore.com**.

KSP can assist your company in setting up keying systems that deliver the utmost security for your business. We can set up systems for all levels, from something as complex as a great-great-grand masterkey system to something as simple as keying alike to a control key. We can combinate cores to fit all of your demands, and we maintain these records for you.

KSP is known for cores and housings, but we also have the ability to assist our customers with custom applications. If you have a special project, please give us a call. We would welcome the opportunity to be of assistance. If you don't ask, we can't help. At KSP, customer service is second to none. Please contact us with any questions you might have. ■

KSP – Killeen Security Products,
43 Sword St. Auburn, MA 01501
PH: 800-577-5397
FAX: 508-753-2183

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Corporate Profiles

LOCINOX®
Let's make better fences together

Locinox is a leading global manufacturer of security products for gates, fences, and doors. Founded in 1985 in Belgium, we've since grown to become a major player in the security industry. Locinox products are used by businesses and homeowners all over the world to improve security and peace of mind. Locinox offers a wide range of security products, including gate closers, drop bolts, locks and access control systems. The products are designed to be easy to install, easy to use, and are built to last. Locinox is committed to innovation along with providing world-class customer support services, technical support, and warranty support.

Innovation is the Engine of Growth

At Locinox, we're forward-thinking and innovative. With more than a quarter of our company dedicated to research and development, we are always thinking of new products to bring to market to improve our product lines. We consistently engineer our new products with our customers in mind. Be it an item for new installation or retrofit options, we provide easy and dependable solutions for your products.

Locinox's Commitment to Quality

Locinox products are designed for outdoor use and are made from unparalleled long-lasting materials. Every product has been submitted to at least 500,000 movements before launch, with some being tested over 1 million times. All this dedication is so we can continue to deliver on our promise of quality and service. Every single product is tested for success before being boxed up and shipped out. Locinox is constantly innovating and developing new products to meet the changing needs of the security industry and is committed to providing excellent customer service and support.

Customer is King!

We always strive to exceed your expectations. When you have a requirement for a quick turnaround, count on Locinox. Our North American HQ is centrally located in Chicago for fast shipping. Our aim is to ship all in-stock product out within 24 hours. If you require technical assistance, just call us. We have in-house technical support available to help solve any in-the-field issues. Concerned about the longevity of our product? Our 3-year warranty exceeds the market standard.

If you require a unique, high-quality solution, our product modularity provides endless possibilities for your projects. To learn more about Locinox and its products, please visit the company's website or contact a local locksmith.

www.locinoxusa.com
877-LOCINOX (562-4669)

LOCINOX®

Let's make it better together

Powerful childsafe combination

FORTIMA + CARACAL + SERVAL

DISCOVER MORE

Fortima - Child save magnetic latch

Caracal - 180° gate closer

Serval - 180° spring hinge

www.locinoxusa.com

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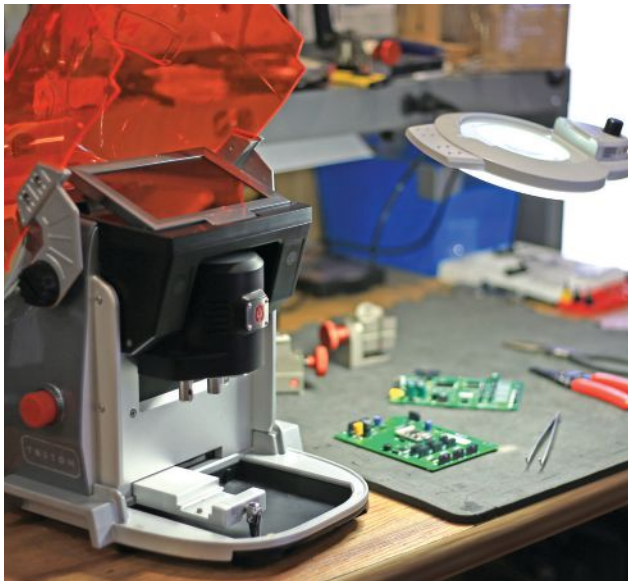
Lock Labs is a family-owned and operated manufacturer and master distributor of products that serve the physical security industry. Our proprietary product lines include AutoProPAD, Triton PLUS, AnyCut, Build-A-Key, Lock Monkey, and Magnus Tools, with many more to come. Everything we manufacture is sold, serviced, and supported directly by us, right here in the USA!

Distributors know us for our highly desirable product selection, commitment to quality control, and unrivaled marketing & sales support. Locksmiths know us for our live technical support, award-winning warranty service center, and our commitment to their success through training and education.



Whether you sell our products or use them, it is always our goal to exceed your expectations!

We employ the best locksmiths in the nation to lead our research and development teams to prioritize functionality and usability. Our live technical support teams are also comprised of actual locksmiths who possess a working knowledge of their trade and our products.

We take pride in delivering a highly efficient warranty and repair experience because we understand the financial implications a prolonged waiting period can have on your business. If you're ever in need of repairs or support for any of our products, you can rest assured knowing you'll always be dealing with an expert.

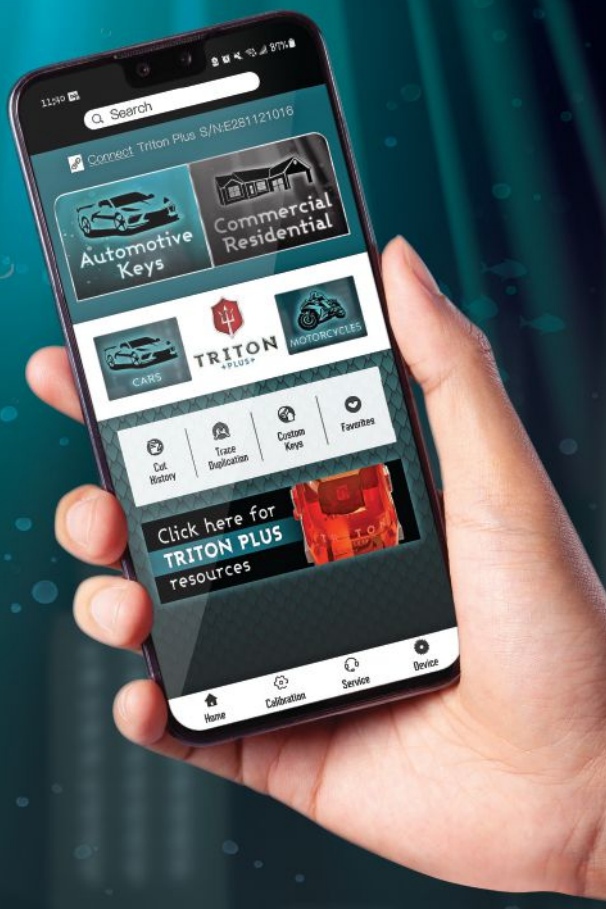
Our industry-leading family of products exceeds all expectations in quality, value, and innovation while providing tremendous growth opportunities and aiding in the development of repeat business for distributors and locksmiths, alike. ■

Big News For Triton PLUS™ Owners!

Announcing the new iOS & Android app for Triton PLUS

Download on the App Store

GET IT ON Google Play



ALSO: Extend Your Warranty!

Sign up NOW to get an extra year of protection FREE!

Registered owners of the Triton PLUS™ get a 3-year warranty backed by Lock Labs' Warranty & Repair Center in Las Vegas.

Register at: Lock-Labs.com/EXTRA

FACEBOOK.COM/LOCKLABS

Like our new Facebook page for your chance to win FREE Triton PLUS™ accessories from

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SEE US AT ALOA BOOTH #411 & IAAL BOOTH #512!

LOCKMASTERS®
INCORPORATED

Since its founding in 1955, **Lockmasters** has built on the legacy of the Miller family. Through four generations of distribution leadership, product innovation, discovery and education, Lockmasters has empowered an entire industry to realize what's possible, forever changing the way people think about and interact with physical security.

Lockmasters is Distribution

Globally recognized as specialists in the distribution of safe locks, safe-deposit locks and safes, Lockmasters has expanded its inventory to include tools, automotive, access control, door hardware and complementary products from all major manufacturers. With distribution centers in Kentucky and Maryland, Lockmasters' experienced staff can assist with your security demands, from simple to complex project requirements.

Lockmasters is Education

Lockmasters Security Institute (LSI) has paved the way for students to embrace opportunities that lead to an in-demand career. Whether choosing the path of a commercial locksmith, automotive specialist, access control integrator or GSA technician, Lockmasters' courses provide the security pro with a curriculum that builds confidence through experience.

Lockmasters is Manufacturing

With a history dedicated to technological innovation, Lockmasters has focused on servicing financial and government entities. Known as a trusted government security adviser, the company is driven by invention. As threats evolve, Lockmasters remains committed to the innovation of high-security locks, tools and equipment that address the most critical security imperatives.

Lockmasters' commitment to the security pro's experience is unmatched in the industry. We don't just sell products or train students. We combine real-world skills, service and technical support with access to the industry experts essential in the pursuit of performance excellence.

For more information, call 800-654-0637 Monday through Friday, 8:00 a.m. to 5:30 p.m. ET or visit www.lockmasters.com for products and www.lsieducation.com for training. Call now for the catalog and current sale flier.

LOCATIONS:

Corporate Headquarters:
2101 John C. Watts Dr., Nicholasville, KY 40356
Main Education Center:
2101 John C. Watts Dr., Nicholasville, KY 40356
Manufacturing Facility:
2010 John C. Watts Dr., Nicholasville, KY 40356
DC Area Distribution and Training Facility:
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Lockmasters has the solution you need.

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We're excited to add 5,000+ new automotive and locksmith products
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Distribution | Education | Manufacturing

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Corporate Profiles

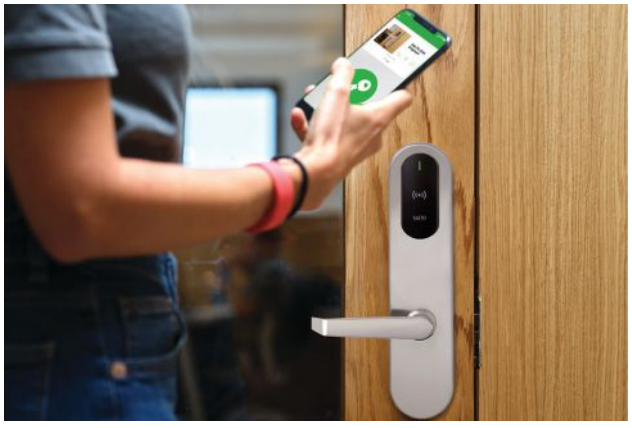
The **SALTO Systems** combined group of companies is a global leader in the development and manufacture of world-class hardware and software access control products, smart locker systems management, cashless payment, and ticketing & booking solutions capable of meeting the needs of any type of building and infrastructure – regardless of the industry, size, type of door or number of users.

For two decades, SALTO has been synonymous with innovative solutions, including stand-alone, cloud-based, and mobile applications, that set new standards in security, manageability, flexibility, and design that bring real-world benefits to virtually any door and building type.

Powering impactful sustainability, technology, products, and solutions, while delivering an enhanced user experience, SALTO smart building solutions are in use worldwide via 5,000,000 equipped access points. Forty million daily users from all over the world use SALTO technology to access their place of work, building, school, or home.

Introducing SALTO Neoxx G3: The Ultimate Electronic Padlock

Designed with exceptional attention to detail, the SALTO Neoxx G3 electronic padlock offers unbeatable durability and reliability, ensuring that property and valuables are always secure. Featuring a special armored case with a double-layered structure, the SALTO Neoxx G3 electronic padlock provides unbeatable protection against falls, shocks, and even the harshest environments or usage. The SALTO Neoxx G3 integrates RFID, Bluetooth LE, and NFC technologies to provide the ultimate keyless experience and the most advanced electronic locking system available. In addition, the Neoxx G3 electronic padlock features SALTO SVN data-on-card and BLUEnet wireless network capable core technologies onboard. The padlock can read, receive, and write information via a smart card or real-time communications over the air (OTA). It also includes SALTO JustIN Mobile technology, which provides users the convenience of gaining access with an iOS or Android smart device. Users can open doors, gates, and padlocks with a smartphone or Apple Wallet with an iPhone or Apple Watch, thereby eliminating the need for physical keys. The SALTO Neoxx G3 electronic padlock has been tested up to 130,000 operations on a standard set of batteries (4 x LR1) and is IP66 - IP68 rated for water resistance, making it suitable for any kind of climatic environments, even those that are very extreme. It is also IK08 impact-resistant, thanks to the rubber-made cover that does not scratch and delivers additional protection.



SALTO XS4 One Deadlatch

The SALTO XS4 One Deadlatch is the perfect electronic escutcheon for all aluminum-framed glass doors, like retail storefronts, commercial buildings, and healthcare facilities. It's a revolutionary stand-alone electronic lock thanks to the technology packed inside that brings together the convenience and cost savings of an offline access point with virtually the same power and performance of an online point. The XS4 One Deadlatch is the evolution of the original XS4 model with a built-in, totally new reader. It includes the latest electronic components – MIFARE, Bluetooth SMART (BLE), and NFC – which ensures future compatibility. Available in black and white, the XS4 One Deadlatch is easy to install and is designed to fit even narrow profile doors. ■

SAY GOODBYE TO MECHANICAL KEYS

SALTO's wire-free, easy to install products make it simple for locksmiths and security pros to upgrade and replace traditional mechanical-key-operated locks with the latest in electronic access control.

Learn more at **salto.us**

SALTO
inspiredaccess

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Corporate Profiles

SECURITY DOOR CONTROLS manufactures electrified access control hardware and controllers worldwide. Since 1972 SDC products have been designed, engineered and built in America while most of our larger competitors manufacture overseas.

SDC is the bridge from mechanical access control to electrified security systems. SDC offers premium, code-compliant products to allow users a seamless transition into electronic access control. With a robust toolbox of over 35,000 access and egress control components, SDC products form turnkey solutions to address almost any door opening imagined.

As the inventor of numerous electronic lock designs our founder, Art Geringer, is credited with ushering in the modern era of access control hardware. His design for a lock that relied on magnets rather than mechanical springs, and his subsequent development of a 90° throw electric lock were foundational innovations that began the great migration to electric locking systems throughout the world. During the 1970's, his was one of only two locks in the country approved for locking commercial stairwell and perimeter doors.

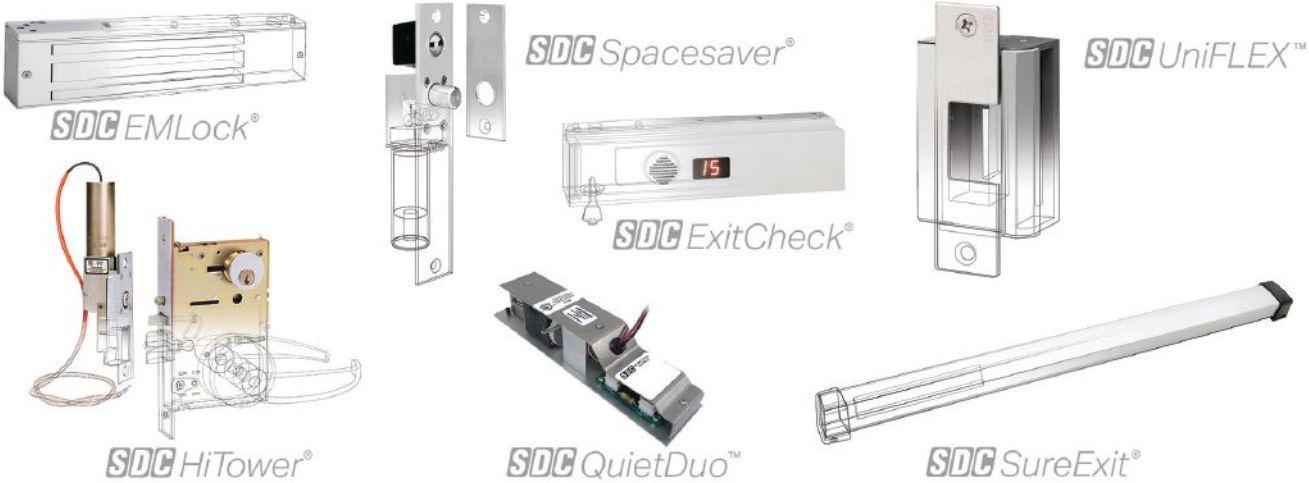
Today, SDC is credited with innovating a number of additional industry firsts including, but not limited to these selected highlights:

- The one and only HiTower® locksets
- The first electric strikes with interchangeable faceplates and field reversibility for failsafe or failsecure operation – UniFLEX™
- The first electromagnetic locks with an interlocking quick mount assembly - EMLocks ®
- The first floating armature for electromagnetic shear locks
- The first to design a delayed egress lock, followed by the first to include onboard electronics and visual and verbal countdown – ExitCheck ®
- The first to design interlocks, mantraps, and shared bathroom controls with programmable logic boards
- The first pressure sense exit bar - SureExit ® - to allow immediate release of electromagnetic locks and still the only tri-failsafe exit bar available today
- The first motorized electric latch retraction kits – QuietDuo™ LR100 series – enabling electrification of mechanical exit devices, leading the industry transition from solenoids to motors

We're known as the Door Control Opening experts, with more than 40 patents, 20+ active trademark brands and decades of product design firsts. SDC's locking systems can be found in virtually any application where access control of a door is required. We're particularly adept at new or retrofit applications of 1 – 10 doors, where 80% of the security door and hardware market exists. We provide savings and profits to our partners through:

- Lower installation costs
- Fewer callbacks, increased longevity
- High-touch service that only a family-run enterprise can provide

To learn more about SDC's innovation and industry firsts, visit: **www.sdcsecurity.com/50-years** and download the SDC History brochure. ■



REX APPEAL

Back to Basics: Egress Devices

In 1992, SDC's **SureExit®** was and still is **the only tri-failsafe request-to-exit bar** and the only egress device utilizing **pressure sense technology** - with no moving parts. When slight pressure is applied, two redundant solid state pressure sensors release locks immediately. A third redundant micro switch is automatically activated to release the door if both sensors or the electronics fail. This ensures door operation will continue without prior knowledge or use. Unlike touch sensors, activation may be accomplished while wearing heavy gloves.

The **MSB550 series** of mechanical switch REX bars are an economical alternative to sensor activated bars. Both of these narrow, low profile egress device lines are built with heavy duty aluminum extrusions and metal end caps for high traffic while maintaining superior aesthetics for high profile openings. Since 1972 SDC products have been designed, engineered and built in America to provide quality products that are readily available.

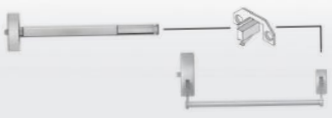
SureExit®

• PSB560 Series

Mechanical

• MSB550 Series

Retrofit Switches



• 00500 Series

the lock behind the system

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www.sdcsec.com/bars

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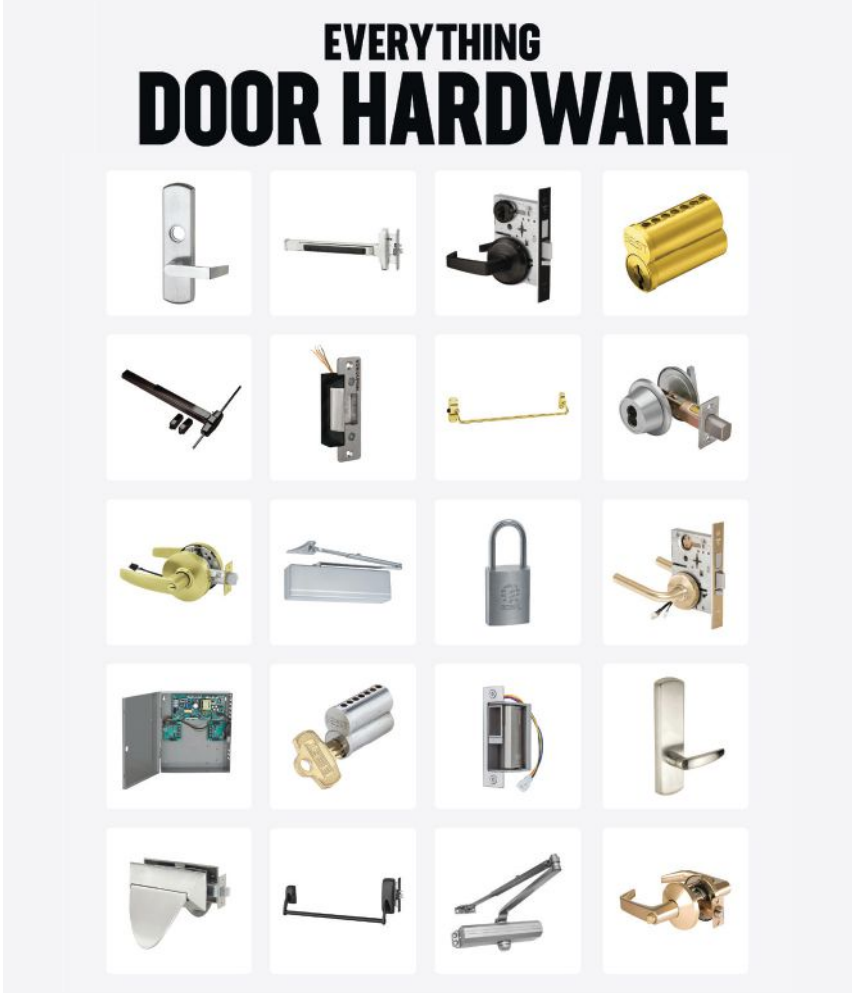
SDC Security Door Controls

DESIGNED, ENGINEERED 50 YEARS BUILT IN AMERICA

As the master distributor of electrical and mechanical door hardware and security for over 40 years, **SECLOCK** is a one-stop source for everything you need to complete any job, regardless of size or complexity. Comprised of an immense in-stock inventory and industry-leading technical expertise means that SECLOCK is the logical source for getting you hardware solutions efficiently and quickly.

SECLOCK will always maintain the industry's most in-depth electrical and mechanical door hardware inventory regardless of supply chain issues. In the rare instance that they cannot fulfill your exact specs from their in-stock inventory, SECLOCK's well-versed Technical Sales Reps (TSRs) have the experience to suggest solutions and alternatives from what they have on the shelves tailored to your needs.

This knowledgeable team of TSRs is field-experienced, factory-trained, and has the collective expertise to ensure you never leave empty-handed and are here to support you at every step of the way. By live chat, email, or phone, SECLOCK's TSRs will help you find the right part or locate retrofit items that work perfectly with existing hardware.



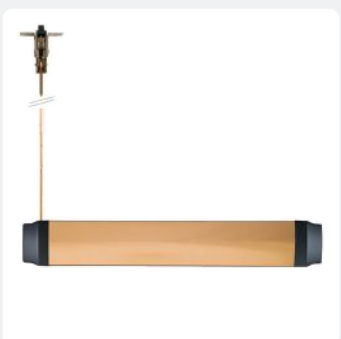
SECLOCK is committed to getting you the right part when you need it; that is why their dedicated parts department has a comprehensive offering of parts, components, and accessory items fully stocked with the industry's top premium brands. Plus, with SECLOCK's unique stocking model, all finishes, functions, designs, keyways, lengths, voltages, and options are in stock and ready to be shipped the same day – for just about everything.

When ordering through SECLOCK, build and expand your company's brand with their personalized blind label drop ship program. Ship orders directly to your customers from SECLOCK's nationwide distribution centers with only your company's logo on the shipping label and packing slip. Essentially, this means you can leverage their entire fully stocked inventory as your own while continuing to extend your personalized brand into the field at no extra cost.

In an industry experiencing rapid changes, SECLOCK is dedicated to staying at the forefront of trends and innovation; for that reason, they put a countless amount of time and energy into designing their website with your needs in mind. SECLOCK.com is a state-of-the-art and user-friendly online resource, giving you immediate access to a library of powerful tools to make every job more manageable. Search through SECLOCK's entire catalog in seconds with the innovative product search and filter tools, and find detailed product specs, resources, installation guides, videos, and more when you land on any detailed product page.

As the leading wholesale-only distributor, SECLOCK sells strictly to the trade – working with you and never against you. This assurance, backed by invaluable industry tools and resources, means that SECLOCK's commitment to you and the door hardware and security industry will never waver. ■

EVERYTHING
VON DUPRIN



SECLOCK.com **800.847.5625**

Request Information: www.locksmithledger.com/10174116

SECLOCK

Corporate Profiles

Southern Lock has been a wholesale distributor of security products since 1946, proudly offering over 800 years of combined industry experience. With multiple branches in the Southeast, we represent security products from more than 200 manufacturers and maintain a comprehensive product range comprised of most popular lines. If we don't have it, we'll find it for you!

Our team of dedicated outside sales consultants can help you solve the most difficult problems while our Electronic Access Control Department can guide you through troubleshooting tricky electronic solutions. We hold several GSA Contracts and our experienced government sales agents can walk you through even the most complex jobs. With the addition of Silver Sales, we have grown our presence in the safe lock and government supply markets as a premier distributor of Sargent & Greenleaf and Kaba Mas security products. Our automotive division aims to help your business grow, with hands-on

training from world-class instructors and an ever-expanding selection of keys, remotes, machines, and programming tools.

At Southern Lock, we don't just sell security products, we are a family business that deeply values our relationships with our customers. We are devoted to your success in the field and continue to provide hands-on training opportunities to further your knowledge. For over 75 years we have not only provided fantastic solutions and quality products, but also watched our customers grow with us. ■

Request Information: www.locksmithledger.com/ 10174614

Corporate Profiles

SBCO
stone and berg company
incorporated

Stone & Berg is a wholesale locksmith supply company dedicated to serving security pros in the New England area. As a company that has been around since 1909, we have grown from a lumber and hardware company into a security hardware distributor that stocks more than 90 manufacturers in one warehouse, with more than 30,000 SKUs. We have a knowledgeable and experienced sales staff that's ready to work with you to make your day-to-day tasks simpler. We have the knowledge, experience and resources necessary to answer your questions quickly and get you the products you want at a competitive price. We're open Mon-Fri, 8 a.m.-5 p.m. and will ship any order placed with us by 5 p.m. Most New England locations will receive their product the next day via UPS.

We take pride in offering free training and interactive-learning sessions at our Worcester, Massachusetts, facility through many different manufacturers, welcome to all security pros.

Give us a call, and you'll see that we strive for high-quality customer service and quick response time to your questions. We look forward to hearing from you!

Call us at 800-225-7405 or visit us at www.stoneandberg.com. ■

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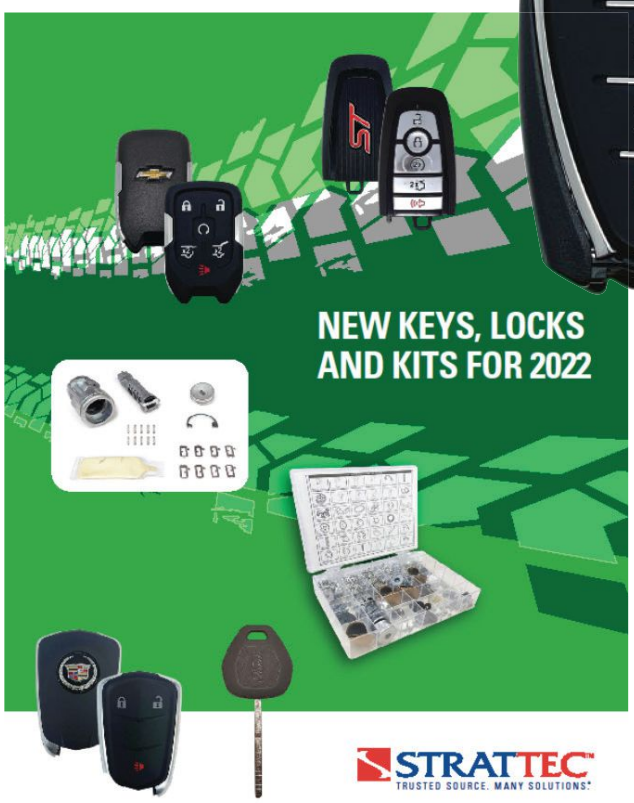
Corporate Profiles

STRATTEC Security, headquartered in Milwaukee, is the world's largest producer of original-equipment (OE) automotive locks and keys. STRATTEC designs, develops, manufactures and markets mechanical locks, electromechanical locks, latches and related security or access control products for global automotive manufacturers. STRATTEC ships products to customer locations in the United States, Canada, Mexico, Europe and South America, and we provide full-service aftermarket support. STRATTEC also supplies products for the heavy-truck and recreational-vehicle markets and makes precision die castings.

Formerly a division of Briggs & Stratton, STRATTEC's heritage goes back nearly 100 years to the early days of the automobile. Our long-term success is a result of our dedication to serving our customers and continuously improving our processes and product quality. Today, STRATTEC approaches business on a global basis, establishing strategic partnerships around the world.



Over the past several years, vehicle access systems have evolved from purely mechanical components that have been the industry standard for decades to the integrated electromechanical systems that are becoming more prevalent. STRATTEC has been at the forefront, working with OE-manufacturing (OEM) product development, engineering and purchasing groups to address the challenges that face our customers. STRATTEC is driving toward the future with a strong vision and a willingness to embrace the latest processes and technologies to achieve creative, high-quality and cost-effective solutions for our OEM business partners and their ultimate customer, the consumer.

STRATTEC is the progressive automotive technology source for access to OE parts, which makes it easier for locksmiths to service vehicles by using OE-quality products. As the leading OE license holder in technology, STRATTEC is able to provide reliable product by using OE technology, along with a constant supply of that product to the aftermarket.

STRATTEC places a high priority on service to our customers — a commitment we support in a variety of ways. Service and replacement locks and keys are provided to the automotive market through our customers' service operations. OEM-quality lock and key-replacement products are supplied through highly developed independent distribution channels. The products, product demonstrations and product support given to all these aftermarket channels ensure that consumers can receive OEM-quality parts 24 hours per day, seven days per week, from a qualified source.

STRATTEC strives to provide complete and accurate automotive technology information. Our annual Comprehensive Catalog and Key Chart are industry-recognized as reliable sources of product information. Be sure to use the web-based part-search capability, so you have the most current information at your fingertips. As parts and vehicles are introduced, this website will be updated immediately. You can access this information and much more at **aftermarket.strattec.com.**

Look for STRATTEC to continue as a leader in providing the most progressive technologies available to the automotive aftermarket. ■

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We've added new GM proximity and emergency keys that cover over 50 different models

- Equipping Locksmiths with the Ability to Service Millions of Vehicles
- Covering 90% of Vehicles on the Road

See our website: ***http//aftermarket.strattec.com*** for applications and more information.

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Corporate Profiles

TOP NOTCH DISTRIBUTORS™
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We Are Door Hardware Experts.
Family-owned and operated since 1975, Top Notch Distributors is the leading supplier of architectural door hardware to dealers throughout the United States. We strive to be the foremost distributor in the industry by exceeding our customers' expectations with the integrity, knowledge, and drive to provide the best service. Founded in Honesdale, Pennsylvania, Top Notch founders Chuck and Wanda Jurgensen focused on the "pursuit of excellence in service," and this became the foundation of our mission. Today, Top Notch is revered for legendary customer service and has become the premier architectural door hardware wholesaler in the nation.

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We are customer-focused and work directly with contract hardware distributors, locksmiths, integrators, retail lumberyards, hardware stores, door shops, designer showrooms, cabinet hardware dealers, glass channel dealers, and e-commerce retailers.

Utilizing nationwide distribution centers, Top Notch serves customers in all 50 states and provides 99.5% same-day error-free shipping. Top Notch Distributors combines modern warehouse technology with its highly skilled workforce to create a positive customer experience. We have invested in a robust inventory management system and automation technology in our distribution centers, which allows us to process, pick and ship customers' orders more efficiently than ever before.

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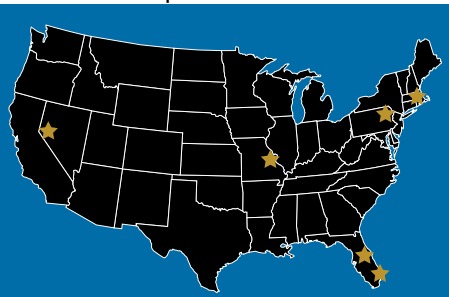

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Corporate Profiles

Transponder Island is a leading supplier for all automotive locksmiths. We offer new model keys and programmers for up to date vehicles. We know that a great locksmith needs a great distributor on their side. It is our mission to provide that to our customers. With over 20 years in the automotive locksmith industry, Transponder Island knows what it takes to be ahead of the game. We pride ourselves on providing exceptional customer service and offering top-of-the-line customer care to all registered users with the backup of a new and improved user-friendly website. We now offer quick text responses by texting us directly at 216-859-1285

Transponderisland.com is one of the most advanced sources for all of your automotive security needs. We understand that knowledge is power, and by using our fully detailed product search, you will find up-to-date product information on all your search inquiries. We work with our locksmiths to help solve every day locksmithing issues and extend that information to all our locksmiths for better and quicker service.

We offer a low-price guarantee on all our products to get our locksmiths a competitive edge when taking in service calls. Transponder Island is a proud distributor for many of the top brands in the automotive security industry. Brands such as Ilco, Strattec, Advanced Diagnostics, Keyline, JMA, Lishi, and many more have used Transponder Island as one of the leading distributors of their great products.

Transponder Island recently opened a second warehouse location in Phoenix, AZ. We offer faster and cheaper shipping methods to our west coast shoppers. Same-day shipping and pickup with extended business are also available. We have strived to make shopping at Transponder Island easy and convenient no.

At Transponder Island, the wheel never stops turning. Every day we seek to improve our mission by providing more straightforward automotive key solutions. Visit us at TransponderIsland.com for a fully detailed online catalog. You will discover that our website was developed and enhanced with the customer in mind. We now have launched our website with lots of new features and quicker processing time.

At Transponder Island, we want to help enhance your business with simple advice that can open many doors to grow your business. Transponder Island Inc. would love to hear your feedback on any questions you may have. ■

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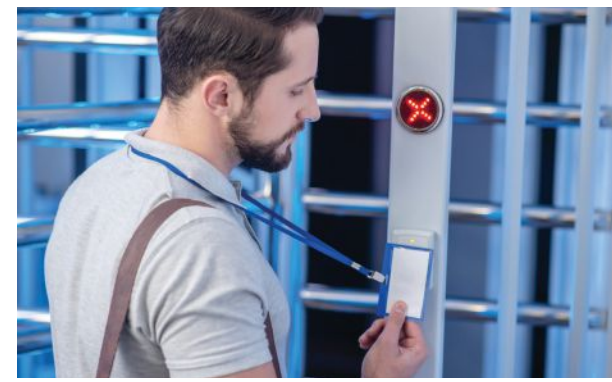
by Joe Seagriff

Critical Ingredients for Cyber-Physical Security at Data Centers

Physical security entrances are the first line of defense in protecting valuable data

Risk-management professionals have been raising alarms in the past few years, and the message is clear. As attention, focus, and budget have increased on cyber defenses, and the fear has increased regarding shadowy hackers in far-away places, basic physical security programs and technologies have become an ever-easier attack surface for breaching data networks and stealing valuable information of all kinds.

Consider a recent risk advisory from Deloitte, which clearly identified any organization's physical security program as "the first layer of protection against malicious intent." They went on to state that physical security programs "have commonly been overlooked and are becoming far less effective at detecting and responding to threats," and warned that organizations with "neglected security programs are at a high risk of physical and cyber security breaches." We couldn't agree more.



» **Full-height turnstiles provide a robust barrier**
PHOTO: ZINKEVYCH | 1292790228 | GETTYIMAGES.COM

Protecting Data Requires Robust Physical Security

As cyber-security awareness has increased, so has the strength of cyber defenses, such as firewalls, virtual networks, encrypted communications, two-factor logins, and many more useful tools. It is rare today that an organization does not have some, or many, of these protections in place.

The truth is, that by physically entering that organization's facility, those with criminal intent bypass many of those cyber defenses, making them irrelevant. By finding an unlocked computer, and plugging it into a networked telephone, wireless access point, or other networked device, criminals can plant malware, steal or alter data, and even seize control of critical management systems.

Robust physical security is the only true defense for this situation and is vitally important to help prevent unauthorized persons from entering data facilities where they can easily plug into any IP connection – or even steal a laptop or server and walk out with it.

Preventing Unauthorized Access to Data Facilities

Criminals have many methods for gaining access to controlled areas: They can talk their way by security guards, slip in behind an employee who politely holds the door open for them, tailgate through an access-controlled entrance, or use stolen credentials to get into your facility. Some providers have recently suggested that new video analytics and sensor technologies might help stop these intrusion attempts, but in reality, the most these technologies can offer is to detect attempts, not to stop them.

Data centers can prevent these unauthorized access methods, and stop infiltrations, by installing security entrances at entry and exit points at the perimeter of a facility and at critical internal access points. Unlike the other suggestions just mentioned, security entrances have a long, prov-

en record of both deterring and denying unauthorized infiltration attempts. Implementing this "layered" strategy with increasing security levels protecting each step towards the most sensitive materials is the best way to protect these priceless assets.

Let's walk through each layer of protection as shown in the illustration.

Layer 1: The Perimeter

Physical security starts with keeping unauthorized users off the premises altogether. A data center or sensitive corporate facility can be surrounded by a security fence outfitted with a full-height turnstile for access. Employees exit their vehicles, proceed through the turnstile and enter the building or protected campus. Visitors speak to a guard or contact the building receptionist to be admitted.

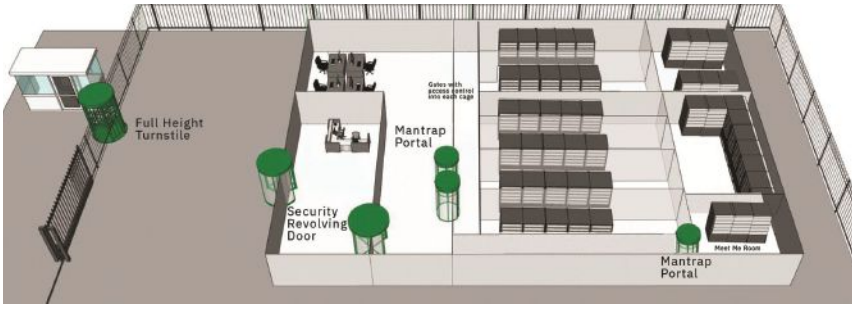
Full-height turnstiles are ideal for this first layer; they are a visual deterrent against infiltration, and they prevent tailgating, which is an unauthorized person following in the next compartment. Until recently, full-height turnstiles were susceptible to piggybacking, which is two people squeezing through in the same compartment. New sensor technology installed in certain brands of full-height turnstiles can now detect when two people attempt to enter the turnstile using one credential and lock the turnstile, preventing entry. These new sensors also feature "walk-away" detection that locks the turnstile if an individual presents their credentials for access authorization, has been approved allows the turnstile to be unlocked, starts to enter the turnstile, and then backs out.

Layer 2: The Building Entrance

Once inside the facility perimeter, authorized people should either be staff or confirmed visitors. Installing a security revolving door at the building entrance can easily accommodate both staff and visitors with badges allowing staff entry and receptionist triggers or guard-issued passes allowing visitors to enter. By using security revolving doors at the building entry, sensors can confirm only a single person enters with each approval, similar to the sensors described above. And the solid glass of the revolving door can support building environmental systems and can be reinforced if desired for additional security. At this point, staff can proceed, and visitors can complete their registration or wait for their escorts.

Layer 3: The Building Interior

Depending on the specific needs of the facility, a third layer can be installed between the entrance lobby and the rest of the building interior. This layer, which can again be implemented with a security revolving door, prevents any visitors from slipping by the reception desk. If the situation allows, optical turnstiles can also be used for this layer to speed the passage of staff and/or visitors. Or a combination of both styles can be used to meet the specific needs of the organization.



» Boon Edam physical security diagram

Layer 4: The Server Room

For the protection of the most sensitive area in a data center, the server room itself, it is critical that a physical security entrance prevent intrusion. Interlocking mantrap portals enforce single entry by means of an overhead advanced sensor system that prevents tailgating and piggybacking. Once a user presents their credentials and the door opens, the sensor scans the compartment, verifying the user is alone. Inside the portal, an internal biometric device can be used to verify identity, confirming that not only one person gets inside the server room, but the right person. This rigorous identification process does take time, typically only allowing five people through per minute. Since few employees are typically permitted into the server room, this entrance solution is ideal for data center applications or any area that requires the highest level of security.

Why Are Security Entrances Best for Each Layer?

Security entrances are unlike traditional sliding or swinging doors, which cannot be made secure. Once a traditional door is open, there is no longer any control of who enters or exits through that opening. In contrast, security entrances are designed with a specific purpose and level of protection classified into three simple groups:

1. Those that **Deter** by monitoring or controlling traffic
2. Those that **Detect** tailgating and piggybacking
3. Those that *Prevent* tailgating and piggybacking

Protecting Data Centers

To protect data centers and the critical data they contain, cybersecurity and physical security must work hand in hand. Installing security entrances can help ensure that the only people entering the building are credentialed employees or authorized visitors, providing the highest levels of security for facilities housing sensitive data.

Joe Seagriff is the Vice President of Sales/for the East region at Boon Edam USA. Seagriff is a graduate of the Rensselaer Polytechnic Institute.

» Volkswagen's retro-styled Buzz. Few auto locksmiths have seen this new model

Automotive Training Opportunities

Automotive locksmithing has entered a new, high-tech era. No longer are locksmiths making a living by purchasing a few basic tools, unlocking cars and duplicating keys. In today's world of sophisticated electronics and pricey equipment, locksmiths need specialized training. Here are some options in the coming months. Please note that pre-registration (and often pre-payment) are required.

ALOA Automotive Track

Automotive is one of the many training tracks offered at ALOA 2023, Aug 6-12 in Orlando, Fla. Pre-registration and payment are required and class sizes are limited. Visit www.aloa.org for full details.

The following classes are listed on the ALOA schedule but may well be full before presstime, so check with ALOA to see if space is available.

Automotive Essentials
Instructor: Tony Cagle, CRL
The class will include examples and descriptions of key programmers, remote programmers, various testers, literature, technical manuals and resources as well as their strengths and weaknesses. The interactive portion will focus on identification, decoding and organization of conventional keys and their related transponder systems. Learn how to address and resolve common and unusual key problems.

Mercedes, BMW, Volkswagen Key Origination and Lock Servicing
Instructors: Rafael Marte, CRL, CAL, CAI, and Jason Jaudon
This class is geared toward the automotive locksmith who wants to learn about the techniques, tools and equipment needed to work on Mercedes, BMW and Volkswagen vehicles. The lecture portion will include identifying the different system types, which programmers are used and when soldering is required. Attendees will also get hands-on training repairing some of the troublesome ignition locks as well as picking and decoding them.

Intermediate Domestic Auto
Instructor: Tony Cagle, CRL
This interactive class expounds upon the principles introduced and discussed in Beginning Automotive Locksmithing. This course is a continuation of the

assessment, troubleshooting, servicing and key origination of conventional automotive locks. In this course we will actively discuss, examine, service and decode a multitude of automotive conventional locks. This will be done initially as one large group and then in small cohesive labs.

Intermediate Foreign Auto
Instructor: Mannie Natal, CMAL, CRL
This class has been developed with the experienced locksmith in mind. It is the next step in the progression of not just making keys to vehicles, but identifying and correcting problems that arise in conventional keyway foreign vehicles. There will be a lecture, demonstration, discussions and, more importantly, interactive modules where the students will familiarize themselves with the actual keys, lock and immobilizer systems presented during the lecture portion of the class.

Picking and Decoding with Lishi
Instructors: Rafael Marte, CRL, CAL, CAI, and Jason Jaudon
Attendees will get an in-depth explanation of how Lishi 2-in-1 pick decoders work and will have chance to practice during class. Students will start with common locks and work their way up to more complicated pick and decoding exercises to include high security 2- and 4-track locks.

EEPROM Essentials
Instructor: Mannie Natal, CMAL, CRL
This course has been designed as a bridge for the automotive security professional between conventional EEPROM and MCU programming through an OBDII port with a conventional programmer and directly interacting with the EEPROM or MCU. The class and its interactive lab will impart participants with a solid understanding into the handling, reading, interpretation, writing and data transfer of the most common non-OBDII readable and programmable EEPROMs and MCUs.

Modern Auto Key Generation
Instructor: Edward Woods, CML, CPS, CAL
This class is for the student who is in need of knowledge on making the keys that they will be programming with transponder equipment. Yes, the code services are great when they are available, but knowing how to make the keys almost as fast as they can reply is the bestIn the afternoon session, locks and tools will be provided to practice the methods taught. In addition, there will be a discussion on repairing the most common auto lock failures.

Transponders and Microprocessors
Instructor: Mannie Natal, CMAL, CRL
As the evolution of electronic automotive security has evolved, so has the myriad and complexity of the transponders. Added to this complexity has been the introduction of microcontrollers that are also integrated into remote head and proximity keys. This integrated course will demystify this facet of automotive electronic security. Through the reading, writing, duplication, creation and the interchangeability of this seemingly endless variety of transponders with the use of the latest equipment, a solid understanding of transponders and microcontrollers will be achieved. Students are encouraged to bring up to seven used/locked proximity keys and their SMART PRO programmers.

» New for 2023: all-electric Nissan Airya

STRATTEC Update/Pinning Ford Internal Two-Track Locks
Instructors: Jeff Baker, ACE, and Edward Woods, CML, CPS, CAL
This class is a joint venture with STRATTEC (Jeff Baker) and Ed Woods. First, there will be a presentation on the history of high security and all of the eight styles. Included is the evolution and what is used in today's GM, Ford, Chrysler and foreign auto manufacturers. We will then review STRATTEC updates. Hands-on pinning exercises will include the all-new 2020 Ford internal two-track keyway used on the new 2020 Ford Escape and Lincoln Corsair. Ignition and door repair kits for Ford and GM will be assembled into fully functioning locks. Once you understand the inner workings of the locks through theory and hands-on assembly, we will break out the Lishi and AccuReader tools used to pick and decode them.

Advanced Diagnostics/Kaba Ilco Key Programming & Equipment
Instructors: Tony Presidio and Elton Taleno
If you are new to the industry or simply looking for a better way to offer key programming products and services, this four-hour, hands-on course is a must. Be taught about the Smart Pro vehicle key programmer and its leading software development, as well as the RW4 Plus with M-Box Technology along with a review of transponder keys, remotes and key-cutting equipment. Also covered will be transponder technology, troubleshooting, industry trends and other important information relating to the automotive key programming industry.

Next from ALOA: Inaugural IAAL Conference

Registration is now open for the International Association of Automotive Locksmiths' first conference, Sept. 14-16 at the Kansas City Convention Center. Kansas City, Mo. Reserve your space by Aug. 23 to qualify for early bird discounts.

» 2022 Nissan Rogue, push-to-start. Two Nissan classes are offered at the IAAL Expo.

The prelimiinary class list includes:

- GM Six-Cut Locking System
- Intro to Automotive Control Units
- Soldering
- EEPROM
- Catching Up to 2023 - Advanced Automotive Keymaking Methods and Tips
- Intro to European
- Adding Auto: Get to Know Your OBD Connector and How to Diagnose It
- To Clone or Not to Clone
- GM 8-cut to 10-Cut High Security Keys
- Hands-on Lishi Training
- Honda High Security
- Intro to Automotive Control Units
- Adding Auto: Bridging the Gap
- Kr 55 Key and Remote Programming (Mercedes, Chrysler Crossfire)
- Volkswagen/Audi Programming
- Jaguar/Land Rover Servicing
- Nissan Mechanical
- Nissan Programming
- Automotive Tips and Tricks
- Intro to High Security
- Volkswagen Ignition Repair
- Key Innovations Update
- BMW Key Programming with ACDP

Classes will be ranked beginner, intermediate and advanced. Go to www.aloa.org/iaal/iaal-home.html to see the brochure with class descriptions and further information.

American Key Supply University

Hands-On Lishi Training, Las Vegas

Dates: Oct. 5, Oct. 19

This three-hour course provides comprehensive, hands-on training on picking and decoding vehicle locks with Lishi Original locksmith tools. Students learn the tools and procedures that will help them pick and decode both automotive and residential locks. The class will begin with approximately an hour of classroom learning, understanding the basics of the tools and the locks that you will see in the field. We then jump into the hands-on portion of the class where students will be able to pick and decode as many locks as possible. This class will also cover residential Lishi tools also, as well as the new Kwikset SmartKey Decoder by LockTech.

Advanced VW/Audi Key Programming

Dates: Oct. 6-7, 9 a.m. to 5 p.m.

This class will teach you how to program ALL immobilizer systems for VW and Audi, including, but not limited to, IMMO 1, 2, 3 and MQB-based vehicles. That includes the UDS and Micronis systems. This will cover mid-1990s through 2016 (and a little later, depending on the model). Key generation will be discussed, as well as how to pick and decode with Lishi Original tools.

Advanced Motorcycle Keymaking

Dates: Oct. 20-21

All classes are held at American Key Supply headquarters in Las Vegas. For registration and full information, visit www.americankeysupply.com and click on Las Vegas Locksmith University.

PureAuto from Lockmasters

Key Generation. Lockmasters, Nicholasville, Ky.

Dates: Aug. 26, Oct. 6

This course offers the student an exciting opportunity to learn the skills needed to generate an automotive key. This extended hands-on portion of the class includes a wide variety of tools that will enable the student to experience success and gain confidence. Learn to sight-read keys, use scopes to read wafers, impression, use of Determinators, Kobra readers, AccuReaders, Lishi 2-in-1 tools, progressioning, keys by code and more. This course is recommended for the locksmith who wishes to expand into automotive locksmithing, or learn how to better exploit their key generation skills.

Advanced Automotive Transponders. Lockmasters, Nicholasville, Ky.

Dates: Aug. 27, Oct. 7

Keep up with the ever-changing world of transponders. This class covers transponder systems made since 1996, programming procedures, key blanks, and tools for most transponder-equipped vehicles in North America. This will include the newest procedures and key blanks for the newest models. Learn about the CAN Systems and new PROX systems as well as laptop-based programming options for some vehicles. Includes information on programming and troubleshooting: GM, Ford, Chrysler, Honda, Toyota, Mazda, Nissan, Mitsubishi, and VW/Audi.

To register, call 866-574-8724. More info: www.lsieducation.com

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Paxton Wins Secure Campus 2023 Award

Paxton's video intercom system has been awarded Platinum in the Visitor Management category of the Secure Campus Awards 2023. The winners were announced recently by Campus Security & Life Safety after careful consideration by the judges.

Secure Campus 2023 Awards honor the outstanding achievements of security industry manufacturers whose products are considered particularly noteworthy in their ability to improve campus security.

Jonathan Lach, vice president of sales at Paxton, said: "It's an honor to have Entry, our video intercom system, be recognized with an award in the Visitor Management category. This award celebrates our colleagues for their commitment in delivering the best products and security solutions to our customers. Our passion for simplicity and excellence in innovation is central to our success."

Paxton's Entry series follows their simple-to-use and install objective, comprising just three components: an external panel, a door control unit and an internal monitor. The products are designed with a plug-and-play feature, making configuration and system management straightforward with no specialist training required. Entry provides a range of panels and monitors, including flush or surface mount panels and from premium to audio monitors, Entry can be tailored to suit any site requirements.

Paxton Access

This is the third consecutive year that Paxton has won a Secure Campus Award. Their flagship access control system Net2 won the Gold award in the Access Control Software in 2022, and Paxton10, an online access control and video surveillance platform, named Gold in the Access Control category in 2020.

Learn more about Paxton Entry system by watching this video https://youtu.be/M1uMcJCBlOs

ASSA ABLOY Partners with Zaplox to Offer Apple Wallet Room Key

ASSA ABLOY Global Solutions and Zaplox AB, a trusted provider of digital guest solutions for the hospitality industry, have announced the deployment of room key in Apple Wallet by Clarion Hotel Post.

Using room key in Apple Wallet, Clarion Hotel Post guests can conveniently and securely add their room key to the Apple Wallet app on their iPhone or Apple Watch, and simply tap their device to unlock their room, as well as to gain access the gym, pool and spa areas.

"Guests today more than ever value faster and more convenient service, however, there's a lot that goes into deploying a digital platform to ensure that it runs smoothly with existing systems which can often lead to headaches and complications," said Christian Lundén, vice president of strategic growth at Strawberry. "Both ASSA ABLOY Global Solutions and Zaplox have shown that hotels can continue to keep pace with evolving guest trends without resulting in additional challenges for our onsite property team."

The Zaplox integration functions by integrating Strawberry's guest-facing mobile app with ASSA ABLOY Global Solutions' Cloud-based access management technology and VingCard locks.

Zaplox, room key in Apple Wallet

"Hotel businesses today have little choice but to adopt technologies that address guest expectations for instant and convenient service, with digital key solutions such as Mobile Access and room key in Apple Wallet often representing the industry's best capabilities in addressing these two vital guest needs," said Richard Eastburn, senior director and Head of Project Management at ASSA ABLOY Global Solutions. "Strawberry is a world-leading industry organization and we are honored to provide them with the latest in digital key technology, allowing them to maintain a competitive business that continues meeting the increasing demands of today's travelers."

HID Origo™ Achieves SOC 2® Certification

» HID has achieved SOC 2 Type 2 certification for its HID Origo Mobile Identities solution, demonstrating the company's ability to maintain a highly secure, cloud-based physical access environment.

HID Origo Mobile Identities is a cloud-based platform that enables technology partners to build integrated access control solutions. The platform offers a scalable, secure infrastructure, including seamless and consistent service that improves how access control solutions are delivered.

» HID Seos family

The SOC 2 Type 2 certification is part of HID's initiative to deliver innovative and efficient digital processes that help customers deploy reliable, cloud-connected access control ecosystems. This technology enables organizations to enhance their security, improve workplace efficiency and easily scale their access control infrastructure.

Learn more about HID's industry certifications at www.hidglobal.com certifications.

Allegion Multifamily Lineup Grows

» Atlanta – Zentra, a new multifamily access solutions brand announced by Allegion Americas in April, made its marketplace debut at NAA Apartmentalize, held June 7-9.

"We're excited to unveil our latest security solutions at NAA Apartmentalize, which provide multifamily property owners and managers a unique opportunity to increase operational efficiencies, drive revenue and enhance renter acquisition and retention," said John Villanueva, general manager, Locks & Access Solutions at Allegion. "Our flexible and interoperable solutions and services help property managers create safe and secure communities for residents, which is a top priority in today's rental housing industry. By leveraging our innovative products like the Schlage XE360™ Series wireless electronic locks, property managers can streamline their security protocols and minimize risks to their communities, resulting in improved operational efficiency, increased revenue and greater resident satisfaction. We're looking forward to connecting with multifamily housing professionals to help them create thriving, secure and safe campuses."

Building on the innovation of Schlage electronic locks, the XE360 Series is the next generation of wireless electronic lock from Schlage made to fit the needs of a wide range of common area openings. Its sleek design offers customers a solution that looks as good as it performs – at an affordable price point.

Designed specifically for multifamily buildings, the XE360 Series wireless lock will be available as tubular, mortise, mortise deadbolt or exit trim and suites with other Schlage families to provide a wide selection of options to create a pleasing aesthetic across multifamily properties.

The system supports multiple credential types, including Schlage MIFARE®, Bluetooth® and NFC mobile, with advanced encryption to keep data and communications safe. The lock provides up to two years of battery life, wireless configuration using connected smartphones or tablets, comes standard with a uniquely concealed key override, and is currently capable of

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operating in an offline or no-tour capacity. With the innovative FleX Module™, the system is ready for future connectivity and encryption technology upgrades.

The XE360 Series wireless lock currently works within the ENGAGE™ ecosystem, but its open architecture design also makes it easy to integrate with third-party software, making it a versatile and affordable solution for a range of multifamily

Allegion offers a wide-ranging ecosystem of both independent proptech and traditional access control providers, ensuring multifamily properties have access to the broadest range of capabilities available.

By working with a network of alliances, Allegion is introducing a new standard of multifamily living that provides premier services and amenities for residents. With a focus on interoperability and open architecture, Allegion is able to help property owners and managers deliver smart apartment experiences that residents desire.

ASSA ABLOY Closes on Spectrum Deal

» ASSA ABLOY's battle with federal regulators over the company's acquisition of Spectrum Holdings' home and hardware (HHI) business appears to be over.

ASSA ABLOY announced it completed its $4.3 billion acquisition of Spectrum Holdings' home and hardware (HHI) business (brands Kwikset and Baldwin) on June 20, as well as its divesture of Emtek and Smart Residential (brands August Home and Yale Home) to Fortune Brands, parent company of Master Lock. The closing comes after Mexico's competition authority green lighted the deal on June 5.

HHI's sales for the 2022 fiscal year were $1.6 million with an EBITDA margin of 15.6%. ASSA ABLOY forecasts EBIT synergies are expected to reach around $100 million within a 5-year period.

"HHI is an excellent addition to ASSA ABLOY, complementing our existing business in terms of product offering and geographic scope, and I am delighted to welcome HHI and all its employees to ASSA ABLOY," said Nico Delvaux, President and CEO of ASSA ABLOY. "I am also pleased that employees and customers of our divested businesses will be in good hands, and I wish them future success."

"This acquisition opens new opportunities for our residential business in the U.S. and Canada, bringing strong, well-known brands and high-quality, innovative products into our portfolio," said Lucas Boselli, executive vice president of ASSA ABLOY and head of the Americas Division.

The U.S. Department of Justice sued ASSA ABLOY last September over the proposed deal due to concerns about the potential effects on market competition. The case proceeded to trial in U.S. District Court in Washington D.C., but after a few days of opening arguments and testimony a settlement was reached.

The settlement, which is subject to court approval, directed ASSA ABLOY to divest assets to Fortune Brands Innovations "that are designed to allow Fortune to compete in the market for premium mechanical door hardware and smart locks used in residential and multifamily buildings," the DOJ said.

The assets include ASSA ABLOY's Emtek and Schaub premium mechanical door hardware business, its Yale and August residential smart-lock businesses in the U.S. and Canada, and "other assets for multifamily smart-lock applications" in those two countries.

Spectrum Brands CEO David Maura said the company will receive approximately $3.6 billion from the sale after price adjustments, taxes and fees.

Maura noted it would be separating its Home and Personal Care business from its remaining business in the "medium term" to become "faster growing, higher margin, pure play global pet care and home and garden company. These initiatives are a testament to our commitment to delivering value to our stockholders and underscores our view that our company has significant upside potential."

» **Xentra, Allegion's new multifamily brand**

Fortune Brands CEO Nicholas Fink said the acquisition of Yale, Emtek, August and Schaub "fit perfectly with our portfolio and will accelerate strategic initiatives across our organization. With this acquisition, we will increase Fortune Brands' scale in connected products, drive innovation and expand our offering in the luxury home products market."

People in the News

» **Boon Edam Inc.**, a manufacturer of secured entry solutions, and Boon Edam Manufacturing, the former manufacturing division of Boon Edam Inc., are now one organization following an internal merger that sees **Patrick Nora** named president and managing director of the newly unified Boon Edam Inc.

» **Patrick Nora, Boon Edam**

"This strategic combination enables the company to offer improved operational efficiencies, streamlined communications, and increased market presence, solidifying its position as a global leader in the industry" stated Nora.

"It is the continued strength, resources, and commitment to innovation of Boon Edam that positions us for accelerated growth as we remain dedicated to delivering cutting-edge security entrance solutions and exceptional customer experiences," said **Frank Mackenzie**, chief commercial officer, Royal Boon Edam. "We are thrilled to welcome Patrick Nora as the new President and Managing Director where his proven track record and leadership skills will undoubtedly carry Boon Edam Inc. into the future."

Customers and partners can expect a seamless transition, benefiting from improved efficiency and performance across the enterprise. The merger positions Boon Edam Inc. for continued success in an evolving security landscape.

Nora first joined Boon Edam in 2018 as the Operations Manager where he focused on improving safety, quality, and productivity results through lean manufacturing systems and continuous improvement efforts. Prior to joining Boon Edam, he has enjoyed a long career in manufacturing organizations, including Loranger Manufacturing Corp. and Boeing.

"I am honored to lead Boon Edam Inc. as we embark on this exciting new journey together," said **Patrick Nora**, president and managing director, of Boon Edam Inc. "I look forward to further developing the organization to better serve the needs of our customers and stakeholders."

For more info, visit www.boonedam.com/en-us

» **Milestone Systems**, a leading provider of open platform video management software, has appointed **Morten Illum** as Chief Revenue Officer (CRO), effective Aug. 1.

"I am thrilled with Morten Illum's appointment as our CRO which represents a significant strengthening of our company," said **Thomas Jensen**, CEO of Milestone Systems. "Morten's strong competences with channel sales and international organizations, his extensive background in the tech industry, as well as his proven track record in developing sales, creating the right structure for scalability, and driving business transformation, will be instrumental in Milestone's ongoing transformation journey. Additionally, Morten is an excellent leader with the right values, and he is the perfect match with our People First philosophy. I look forward to collaborating with Morten to drive Milestone's growth and success."

For the past eight years, Illum has spearheaded the growth of HPE Aruba, a Hewlett Packard Enterprise company, doubling the business within a five-year period.

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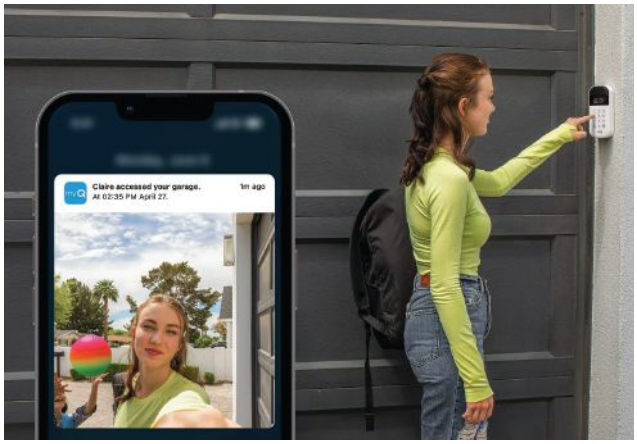

myQ Smart Garage Video Keypad

A cross between a video doorbell and a garage keypad, the myQ Smart Garage Video Keypad is the latest smart home innovation from Chamberlain Group. With the numeric pad mounted outside garage door, the Smart Garage Video Keypad lets homeowners see and control who opens their home's busiest entryway.

"Over the past 10 years, millions of homes have added a video doorbell to their front door, letting homeowners see and interact with visitors," said Jackie Lorenty, Chamberlain Group's executive vice president, Residential Services & International. "However, in most homes, family members don't enter through the front door, they enter through the garage door. The Smart Garage Video Keypad provides peace of mind for your real 'front door' with continuous monitoring and secure access control."

Today, more than 70% of U.S. homes with attached garages use the garage door as the primary entry point for family and friends. Unlike the widely adopted video doorbell that only lets you monitor your home, the Smart Garage Video Keypad lets you monitor who is coming and going (kids, friends, extended family), plus manage and control who you let in (dog walker, service provider) – anytime, from anywhere. The Smart Garage Video Keypad works with the highly rated, and free, myQ app, where you can create and manage personalized PIN codes, set limits on days and times codes can be used, get notifications when the garage is accessed, and be alerted when someone or something is detected in your driveway.

"The Video Keypad is a must-have smart home product that's especially helpful for busy families," said Lorenty. "My kids often fail to text me when they get home. Reliable myQ notifications take the place of forgetful texts and eliminates any worries around the kids getting home safely."

Visitors can use the call button on the Smart Garage Video Keypad to make calls just like a video doorbell. When homeowners receive a myQ notification that someone is calling, they can access a live video stream and communicate with the caller using the device's two-way communication. Then, they can instantly let the person in by opening the garage door remotely through the myQ app.

The smart home device's built-in camera quickly detects motion (within less than 500 milliseconds) and provides an ultra-wide 160° field-of-view around the garage so you can see and know when people are approaching the garage from your driveway.

Additionally, the device is future ready and supports edge-based AI technologies. The ability to control access, stream live video and detect motion is free through the myQ app. Additional features like Person Detection, rich notifications and video storage can be accessed through a Video Subscription Plan, which is free for the first 30 days.

The Smart Garage Video Keypad is outdoor rated and features a premium white finish that compliments any home's aesthetics. Set-up takes minutes with the myQ app and a Wi-Fi connection.

When you pair the Smart Garage Video Keypad with a myQ connected garage door opener, you get added control and convenience. See who is at the garage and simply use the app to open/close the garage door from anywhere – no PIN codes needed.

myQ is available with LiftMaster and Chamberlain smart garage door openers or easily integrated within other leading opener brands by using a myQ Smart Garage Control device.

More info: www.myQ.com.

» ***Request information: www.locksmithledger.com/53064272***

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i-PRO Higher Resolution PTZ Cameras

i-PRO Co. Ltd. has introduced 16 new, high-speed pan, tilt and zoom (PTZ) cameras with up to 4K resolution and powerful IR illumination. Called Rapid PTZ, the company is launching the new models as part of its X and S Series lineup. The new PTZ cameras are the smallest in their category and feature comprehensive edge AI capabilities and a broad range of resolution options.

Featuring a discreet design that allows for direct installation on low ceilings or eaves on rooftops, the Rapid PTZ models include i-PRO's new fail-safe waterproof ethernet connector along with multiple mounting options. For the ultimate protection from corrosive environments such as offshore applications, all X Series Rapid PTZ models are salt- and ISO 14993 rated to withstand the harshest conditions.

More info: www.i-pro.com

» ***Request information: www.locksmithledger.com/53065028***

3xLOGIC NVR-1U-8CH Network Video Recorder

3xLOGIC has introduced its innovative NVR-1U-8CH network video recorder, a feature-packed but cost-effective device for small to medium sized enterprises (SMEs) operating in commercial, educational, healthcare, warehouse, and distribution environments that need an NVR that is easy to install, configure, monitor and maintain.

NVR-1U-8CH is a Linux OS based embedded power over Ethernet (PoE) 1U professional grade NVR. It has an Intel Celeron processor,

which provides superior performance, and with 64MP resolution support users can also experience high-definition video. Its large 256GB solid state drive (SSD) provides effortless working, and it can deliver PoE+ up to 30W for each of its eight channels, enabling full pan tilt zoom (PTZ) control. A remote management feature also allows a user to be in control from anywhere with internet access – saving time and making operations more efficient.

More info: www.3xlogic.com

» *Request information: www.locksmithledger.com/53065087*

DoorBird Intercom with Keypad

Small, compact, and now with a keypad: DoorBird has expanded its portfolio and has now integrated the keypad into the smallest door station. There is now an option to integrate a keypad into the small door stations from the D11x series. This technology allows residents or visitors to enter the building using a PIN code, no keys needed. Customized, programmable events can be activated via the 12 buttons, e.g., to activate or deactivate an alarm system or control a compatible smart lock. Both products, in addition to being PoE-capable, are also Wi-Fi-capable, so they work on the Wi-Fi network and do not require a LAN cable.

As a result, users of the smallest, narrow DoorBird door stations can also enter their house or property without keys. The PIN codes are created for permanent or temporary accesses, e.g. for deliveries of online orders with the help of the intuitive app. The options are diverse and customizable. The D1101KV, with a call button, is primarily used in single-family homes and the D1102KV, with two call buttons, is used primarily in duplexes.

More info: www.doorbird.com/en/shop

» *Request information: www.locksmithledger.com/53065092*

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» JULY

July 29: IDN-H Hoffman Milwaukee Trade Show. Location is Frontier Park, 5154 N. 27th St., Bulter, Wisc. More info: www.idn-inc.com

» AUGUST

Aug. 6-12: ALOA 2023, Hilton Orlando, Orlando, Florida. Classes Aug. 6-10, Security Expo Aug. 11-12. More info: www.aloa.org

Aug. 9-11: IML Arizona Expo, Phoenix. More info: www.imlss.com

Aug. 15-17: Cannabis Conference, Las Vegas. More info: www.cannabisconference.com

» SEPTEMBER

Sept. 7-9: CEDIA Expo, Denver. More info: www.cediaexpo.com

Sept. 10-15: DHI Fall Technical School, Raleigh, N.C. More info: www.dhi.org/DHI/About-DHI/What's_Ahead_for_DHI.aspx

Sept. 11-13: GSX, Kay Bailey Hutchison Convention Center, Dallas. More info: www.gsx.org

Sept. 15-16: Doyle Security 37th Annual Trade Show and Educational Weekend, Minneapolis. More info: www.doylesecurity.com

Sept. 28: Access Control Summit, Washington DC. More info: https://www.leeodess.com/acs23

» OCTOBER

Oct. 17-18: Securing New Ground, New York City. More info: www.sng.securityindustry.org

Oct. 20: IDN-H Hoffman Chicago Trade Show. More info: www.idn-inc.com

Oct. 25-26: Security Canada Central, Toronto Congress Center, Toronto, Ontario. More info www.securitycanada.com

Oct. 25-29: Yankee Security Convention, Springfield, Massachusetts. More info: www.yankeesecurity.org

Oct. 25-26: DHI ConNextions 2023, Boston. More info: www.dhiconnextions.com

» NOVEMBER

Nov. 8-10: IML Nevada Expo, Las Vegas. More info: www.imlss.com

Nov. 14-16: ISC East, Javits Center, New York City. More info: www.discoverisceast.com

Nov. 18: Louisiana Life Safety & Security Association Annual Conference, Pontchartrain Center, Kenner, Louisiana. More info: www.llssa.org/convention

» ONGOING

Allegion Training: us.allegion.com/en/home/training.html

Alarm Lock and Marks USA Training: www.alarmlock.com/seminars

American Key Supply Locksmith University: www.americankeysupply.com/pages/las-vegas-locksmith-university-lvlu

ASSA ABLOY Academy: www.assaabloyacademy.com/en/americas/

Detex webinars: www.detex.com/upcomingtraining/

dormakaba training: www.dormakaba.com/us-en/support/training

Mul-T-Lock Academy: www.mul-t-lock.com/us/en/mtl-academy

Paxton Access: www.paxton-access.com/us/training/

SALTO Systems: saltosystems.com/en-us/news/salto-certified-training-program-2022/

To submit your events, email epike@endeavorb2b.com.

School & Campus Security & Safety Month Webinars

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1: WEBINAR Oct. 10
Emergency Preparedness: Active shooter prevention, mass notification, evacuation and more. – (Hosted by PASS & SIA)

2: WEBINAR Oct. 17
Building Security: Access control, video surveillance, panic alarms, lockdowns, vulnerability assessments and more.

3: WEBINAR Oct. 24
Community Engagement: School security starts with clear communication among administrators, teachers, parents, students, SROs and first responders. -- (Hosted by PASS & SIA)

4: VIRTUAL EVENT Oct. 31
Lessons Learned: A Security & Risk Roundtable on Campus Safety – Beyond the Active Shooter Mindset

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10 YEARS AGO

Tim O'Leary wrote about **NAPCO's** lockdown solutions for schools, universities and government facilities, which have expanded greatly over the last 10 years. Jerry Levine reported on the **Dortronics** ML-1100 Series Mortise Lock and Pull, a rugged solution with a concealed locking mechanism and concealed fasteners on the exterior of the door. Transponder Cloning Technology Basics was the title of a Steve Young article, and that technology has certainly advanced since 2013. However, his advice still stands. "Before investing in equipment, make a list of the vehicles that you see on a regular basis. Then choose a machine that will serve your needs." The **Securitron** PowerJump, the first contactless power transfer device, was introduced. Training classes for ASSA ABLOY's IP-enabled locks were listed. Today, ASSA ABLOY University offers continuing education on the full ASSA ABLOY lineup. (Unlike this year, ALOA and our New Product focus were in July in 2013.)

20 YEARS AGO

Tom Gillespie listed the 12 locksmith tools you probably use every day. Rod Oden outlined the best tools for interchangeable core cylinder servicing. Tim O'Leary reported on choices in electromagnetic locks. Tim O'Leary also described the tools necessary for installing mag locks. Jerry Levine participated in the installation of a delayed exit mag lock system by **Securitron**. Gale Johnson demonstrated the procedures involved in replacing **Rixson** floor closers. Jerry Levine developed a chart showing vehicles which used transponder keys. Frank Markisello introduced his new **Aable** Ford ignition lock removal tool. The Locksmith Ledger National Average Price List showed an hourly rate of $50. Jerry Levine listed which domestic vehicles are equipped with either Saginaw round or CSS steering columns. Tiny featured a 2002 Hyundai Accent in his monthly lock servicing column. Steve Kaufman interviewed Bill Young, 2004 ALOA president-in-waiting.

Product Introductions of the Past

As we head to ALOA to see the latest and greatest products on the market, we take a look back at some notable introductions from 2013 and 2017. Some of these products are still in use and some have been enhanced or retired. Several of the manufacturers are no longer serving the security market.

Five Years Ago

- Corbin Russwin ML2000 mortise locksets
- Sargent 7800/8800 mortise locks
- Ilco Smart4Car
- STRATTEC Cadillac Fobs
- ASSA Maximum Plus
- Capitol Industries' Magnetic Padlock
- Jet 7000 Key Machine
- Westinghouse RTS Lock with Lockdown
- Cal-Royal DB9000 Deadbolt
- CCL i-Lock Electronic Cabinet Lock

Ten Years Ago

- Securitron PowerJump
- Trilogy Networx
- Kaba PowerPlex 2000
- CompX RegulatoR Cabinet Lock
- Jet 9000 Manual Key Machine
- Arrow Revolution
- Sargent 7000 Multi-Point Lock
- Keyline Ninja
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The Back Page and You!

If you come across a story that you would like to see on the Back Page, feel free to send it in! Please send all responses to: pragusa@endeavorb2b.com and epike@endeavorb2b.com with the header Attn: Back Page

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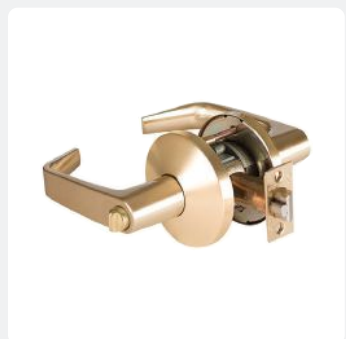

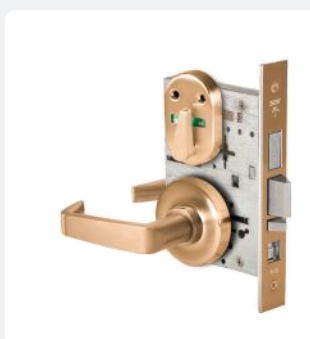
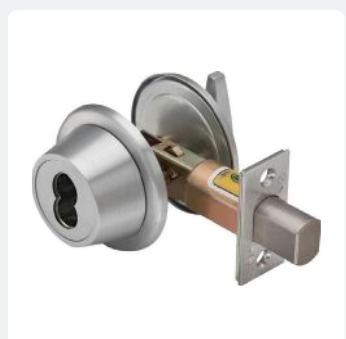

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Does Interoperability Matter When Integrating Access Control?

The short answer is yes, but it is crucial to know why and where
P. S12

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- How Cloud-Based Security Ignites Digital Transformation P. S16
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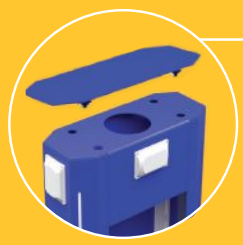

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EDITORIAL

Editorial Director | Steve Lasky
Editor, *Locksmith Ledger* | Emily Pike
Editor, *Security Business* | Paul Rothman
Editor, *Security Technology Executive* | Steve Lasky
Editor, *SecurityInfoWatch.com* | John Dobberstein

SALES

Group Publisher | Jolene Gulley-Bolton
480-524-1119
jgulley@endeavorb2b.com

Northeast US & East Canada
SB, STE, SecurityInfoWatch | Janice Welch
(224) 324-8508
janice@securityinfowatch.com

Midwest
***Locksmith Ledger, SB, STE,* SecurityInfoWatch** | Brian Lowy
(847) 454-2724
brlowy@endeavorb2b.com

Western US & Western Canada
***SB, STE,* SecurityInfoWatch** | Bobbie Ferraro
310-800-5252
bobbie@securityinfowatch.com
Display/classified | Amy Stauffer
(920) 259-4311
astauffer@endeavorb2b.com

PRODUCTION

Production Manager | Jane Pothlanski
jpothlanski@endeavorb2b.com
Ad Service Manager | Carmen Seeber
cseeber@endeavorb2b.com
Audience Development Manager | Delicia Poole
dpoole@endeavorb2b.com
Art Director | Erica Paquette
epaquette@endeavorb2b.com

ENDEAVOR BUSINESS MEDIA, LLC

CEO | Chris Ferrell
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Chief Digital Office | Jacquie Niemiec
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The Future is Now for Access Control

by Steve Lasky

The *Access Control Trends & Technology* supplement has been published by our security group for more than two decades now. And to say the industry's landscape has changed over the years would be an obvious understatement.

Back in 2008, our former SecurityInfoWatch.com editor Geoff Kohl, now the man admirably heading up the Security Industry Association's marketing staff, sounded the alert in a feature he wrote for our website about a hacker from the U.S. who reportedly breached the security on NXP Semiconductor's Mifare-classic proximity card chip. The smart card chips (which were Mifare Classic chips), were mainly used in facility door access control and inexpensive toll booth and transportation user applications.

This was a huge cause for concern among the access control community. It shook the confidence of physical access control card users because it was the first true hack of EAC card systems technology. My, how far we've come.

The spectrum of technology covered in the 2023 edition of this supplement runs the gamut from advanced technology residing in the cloud to cutting-edge applications of high-end biometrics and AI-powered solutions. Today, a hack signifies more than a college student being able to clone a prox card. The stakes are much higher with the proliferation of connected systems that are predominantly network-centric.

While our users, integrators and solutions providers still continue to reside in a mostly traditional world of access control technologies, the future is butting up against our lock and key analog history. We are destined to continue a rapid migration into a digitized environment where we are more reliant on artificial intelligence (AI) and data-driven analytics. Buckle up, the future is now. This edition examines how multi-factor authentication has become an integral part of many access control systems, and why organizations are seeing mass digital transformation as tech moves to the cloud. Integration is also a key factor for access control, especially when you consider your video surveillance needs. We invite you to read about it all. AC

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Multi-Factor Authentication is a Key for Secure Access Control

MFA significantly reduces the risk of unauthorized access and strengthens overall security posture

by Antoinette King, PSP, DPPS, SICC, CMMC-RP

With the rapid advancement of technology and the growing number of security threats, both physical and cyber, conventional methods of access control have become insufficient in ensuring the security of sensitive information and systems. Access control systems have traditionally relied on single-factor authentication, usually in the form of PIN codes, access control cards, or passwords. However, each of these credential mechanisms alone is susceptible to various types of attacks, such as brute force attacks, credential spoofing, and credential theft. Consequently, there is a pressing need for a more robust authentication mechanism that can withstand evolving security threats. To mitigate these risks, organizations and individuals are turning to multi-factor authentication (MFA) as a robust security measure. MFA combines multiple factors, such as passwords, biometrics, tokens, and smart cards, to provide an additional layer of security. While MFA is not a panacea for all security challenges, it is undeniably a powerful tool in the fight against unauthorized access. It is important to explore the effectiveness of MFA in securing access control, by discussing its benefits, limitations, and considerations.

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While multi-factor authentication is not a panacea for all security challenges, it undoubtedly provides a robust and effective approach to secure access control.

Multi-Factor Authentication (MFA) Explained

MFA is an authentication method that requires users to provide two or more independent factors to verify their identity. These factors typically fall into three categories: knowledge factors (something you know), possession factors (something you have), and inherence factors (something you are). Knowledge factors include something the user knows, such as a password or a personal identification number (PIN). Possession factors involve something the user possesses, like a physical token, a smart card, or a mobile device. Inherence factors refer to something inherent to the user, such as biometric data (fingerprint, facial recognition, etc.).

By combining multiple factors, MFA strengthens the authentication process and mitigates the risks associated with single-factor authentication. Even if an attacker manages to compromise one factor, they will still need to overcome the other factors to gain unauthorized access.

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Benefits of Multi-Factor Authentication

MFA offers several advantages over traditional password-based authentication. It provides stronger authentication, and protection against password-based attacks, and offers scalability when implemented properly.

Stronger Authentication: MFA significantly enhances the security of access control systems by adding additional layers of verification. This reduces the likelihood of successful brute-force attacks, as the attacker would need to bypass multiple authentication factors. MFA provides a higher level of confidence in the user's identity, as it requires the possession of physical objects, knowledge of information, or the use of biometric data. This makes it harder for attackers to impersonate legitimate users. Finally, MFA can be easily implemented across various platforms and devices, offering flexibility and convenience to users.

Protection against Password-based Attacks: Considering that most applications require an email address as the user ID, and most email addresses are made publicly available on social media, websites, and business cards, attackers could potentially have 50% of the credentials to access those applications. Password-based attacks, such as brute-force and dictionary attacks, can be thwarted by implementing MFA. Even if a password is compromised, the additional factors required for authentication add an extra layer of protection.

Adaptability and Scalability: MFA can be implemented across various platforms, applications, and devices. It offers flexibility and scalability, with several different options for additional factors, making it suitable for organizations of all sizes and sectors.

Limitations and Challenges

MFA is not without its limitations. Challenges include increased complexity and potential inconvenience for users, cost and complexity, single point of failure, and privacy concerns.

User Experience and Adoption: Implementing MFA can introduce additional steps to the authentication process, potentially affecting user experience. Managing and remembering multiple authentication factors can be burdensome, especially if the factors are not user-friendly or require additional hardware. Balancing security and usability is essential to encourage widespread adoption.

Cost and Complexity: Implementing MFA systems may involve investments in hardware, software, and maintenance. Additionally, there needs to be an investment in education and training for the users. Organizations must consider the costs associated with deploying and managing MFA solutions, especially for larger user bases.

Single Point of Failure: While MFA adds an extra layer of security, it is not entirely foolproof. If one of the factors is compromised or the MFA system itself is vulnerable, the overall security can be compromised. Therefore, a comprehensive security strategy should be in place to address potential vulnerabilities not only at the initial implementation but throughout the lifecycle of the solution.

Privacy Concerns: Some MFA methods, such as biometrics, raise privacy concerns as they involve capturing and storing personal data. Organizations must ensure appropriate data protection measures and transparency to address these concerns. They must also consider local, state, and federal regulations associated with the use of biometric factors.

Considerations for Effective Implementation

The successful implementation of MFA requires careful consideration of various factors. Organizations need to assess their specific needs and risk profiles to determine the most appropriate combination of factors. Education and usability, compatibility and integration, and the lifecycle of the solution all need to be considered.

Risk Assessment and Tailored Approach: Organizations should conduct a thorough risk assessment to identify their specific security needs and determine the appropriate level of MFA implementation. Not all systems and applications require the same level of authentication. Making educated decisions based on risk will improve the success of an implementation.

Usability and User Education: Organizations should prioritize user experience and provide adequate training and education on MFA usage. Clear instructions, user-friendly interfaces, and guidance can help users understand the benefits and proper usage of MFA. Proper education will help to get buy-in from your organization and mitigate the risks of the users attempting to circumvent the controls altogether.

Integration and Compatibility: MFA systems should be integrated seamlessly with existing authentication systems and applications. Compatibility and interoperability should be considered to ensure smooth implementation without disrupting existing workflows. Improper integration can introduce additional risk and vulnerabilities to your organization.

Lifecycle Management: MFA systems should be regularly monitored and updated to address emerging threats and vulnerabilities. It is crucial to stay informed about new authentication technologies and best practices to maintain the effectiveness of MFA, as well as threats and vulnerabilities to the solution during the lifecycle of the solution.

Conclusion

While multi-factor authentication is not a panacea for all security challenges, it undoubtedly provides a robust and effective approach to secure access control. By combining multiple factors, MFA significantly reduces the risk of unauthorized access and strengthens the overall security posture. However, organizations must carefully consider the limitations, challenges, and implementation considerations to maximize the effectiveness of MFA. With proper planning, user education, and continuous monitoring, MFA can serve as a vital tool in protecting sensitive information and systems from unauthorized access in today's evolving threat landscape. AC

About the author

Antoinette King, PSP, DPPS, SICC, CMMC-RP is the founder of Credo Cyber Consulting, LLC, and has 21 years of experience in the security industry. Beginning her career as a field technician responsible for the installation, design, and implementation of integrated security solutions, Antoinette has worked on projects that include the protection of one of our nation's most treasured monuments, the Statue of Liberty. Antoinette has held roles within the security industry that include Engineered Systems Specialist, Operations Manager, Regional Sales Manager, and Key Account Manager in both integration and manufacturing. She recently joined iPro as a Director of Regional Sales East/ Head of Cyber Convergence.

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Does Interoperability Matter **When Integrating an Access Control System?**

The short answer is yes,but it is crucial to know why and where

by Lee Odess

It may be time to stop integrating and start interoperating.

The Proptech Advisory Board within the Security Industry Association recently collaborated with CREtech, a company with vast experience in proptech and commercial real estate, to produce The SIA Proptech Report. This report assessed proptech trends, market size, and purchasing interests related to security solutions in commercial real estate, including office environments and multi-family housing. The study involved surveying and interviewing many North American developers, owners, and operators.

When the topic of interoperability was raised, 83% of respondents believed that the current levels of interoperability between different security solutions were either fair (38%), poor (22%), or nonexistent (22%) - a staggering 83%. The question and responders' views were focused on broad security interoperability, not just access control. However, upon speaking to these developers, owners, and operators, you quickly realize that the majority view "security" as synonymous with "access control."

While they may be aware of our industry's focus on video, robotics, and much more, access control is a utility, and developers, owners, and operators view it as such. Access control helps secure buildings by keeping bad people out while enhancing the physical user experience for tenants, guests, visitors, and contractors. If a building had a voice, access control would be its mouth and vocal cords. It is front and center and top of mind.

And with that comes great responsibility and expectations on how it should show up.

Access control is an often underappreciated but crucial aspect of security. Beyond the technical capabilities, access control is the "distribution channel" for many other security products, including locks, readers, elevators, turnstiles, cards, fobs, video systems, alarms, and more. Access control systems are our industry's closest service to a "single pane of glass" for management, control, and data visualization. Although there are third-party platforms that aggregate access control data, access control systems on their own often play a critical interface role.

So, access control systems are the closest thing our industry and our customers have had to deliver interoperability in a very fragmented industry of parts and pieces.

However, upon closer examination of that sentence, things begin to fall apart.

And it is the "interoperability" part that falls short.

Interoperability between access control software companies and third-party locks, readers, elevators, turnstiles, cards, and fobs are rare. However, some lock companies are beginning to support other credential providers, and some reader companies are starting to support standards like OSDP. Additionally, some access control software companies support certain controller types like Mercury.

Let's not fool ourselves: what we have is more or less "integrated."

The Difference Between "Integrated" and "Interoperable"

Interoperable systems are capable of different systems working together smoothly, with attributes such as compatibility, scalability, flexibility, and adherence to standards. *Interoperability = seamless.*

On the other hand, **integrated systems** comprise separate components designed to work together. Still, they may not work smoothly with other systems or components outside the integrated system. *Integrated = works well with others.*

And here is the rub. The market wants interoperability, and our industry promotes and markets that we have it. However, we deliver something quite different but similar integration. Integration can frustrate and disappoint customers when they discover how our industry operates because as the customer pushes, we start to show the cracks in our systems.

Sure, we can tell how and why we do this as an industry, and when we do, we do it in the name of "safety and security." But the market is far more educated, aware, and has more options. And, if we were honest, we would also admit that we have been a cottage industry pushing proprietary systems. Our industry is what it is and sells this way because we know, and history has shown, that once you are locked into our system and install our hardware on the wall, it is rare for that product to be replaced.

The way we work is less about technical reasons and more about incentives. It is in our bones, our legacy, and how we have become experts in taking on the risk of keeping people and places so safe. But, again, those days are ending, and that is ok because, with all the technological advancements on the market now and coming soon, we can start to see how doing things differently may deliver better outcomes.

But is There Really a Downside to Us Being Integrated versus Interoperable?

The truth is that both integrated and interoperable systems have downsides.

Here are three examples of the downsides of integrated systems

- **Vendor Lock-In:** Integrated systems are often provided by a single manufacturer or a limited set of manufacturers, which can result in lock-in. Customers become heavily reliant on a specific manufacturer's technology and solutions, and switching to another system or manufacturer can be challenging and costly.
- **Lack of Flexibility:** Integrated systems are designed to work seamlessly within a specific ecosystem. However, they may need more flexibility to integrate

with external systems or adapt to changing business needs. Customization options may be limited, and components can be difficult to add or modify.

- **Limited Innovation:** Integrated systems may need to catch up in adopting new technologies or innovative solutions. These systems' development cycle can be slower than open or modular systems. Upgrades and new features depend on the manufacturer's roadmap, potentially limiting the ability to leverage emerging technologies or respond to market demands quickly.

While many pursue and push for interoperability, it is essential to note that it is not all upside. There are some downsides here as well to be aware of.

For example, there are four downsides to interoperability:

- **Complexity:** Interoperable systems often involve integrating multiple disparate components or technologies from different manufacturers. This complexity can make system implementation, configuration, and maintenance more challenging (especially long-term). Compatibility issues may occur due to differences in standards, protocols, or data formats, requiring additional effort to resolve.
- **Integration Costs:** Achieving interoperability typically involves additional costs, such as integration services, middleware (new to our industry and growing!), or custom development. Multiple manufacturers may charge for their products or services, and coordination among different parties may be required, leading to increased expenses.
- **Compatibility Risks:** Interoperability introduces the risk of compatibility issues. Updates, changes, or upgrades in one component may impact the compatibility of other integrated systems. Ensuring smooth interoperability can require ongoing monitoring, testing, and adjustments. This also means that investment to support interoperability is new and expensive.
- **Security Concerns:** Interoperability increases the attack surface for potential security vulnerabilities, especially cyber. Integrating systems from different manufacturers with varying security standards may introduce risks if adequate security measures are not implemented across all components. It's crucial to consider security implications and adopt robust security practices when implementing interoperable systems.

So, Which is Better - Integrated or Interoperable?

Ultimately, the decision between interoperable and integrated systems should be based on a thorough evaluation of business requirements, existing infrastructure, budget, scalability needs, and the ability to manage complexity. Some organizations may prioritize flexibility and customization, favoring interoperable systems, while others may prioritize simplicity and quick deployment, leaning towards integrated systems.

> Customers want interoperability, mainstream markets expect it, and it is where our industry is headed.

Customers want interoperability, mainstream markets expect it, and it is where our industry is headed. The transition from integrated to interoperable will take time, and integration will not disappear. There will always be optionality and choice. However, interoperability will become the new norm, and those that get moving will benefit greatly. If not, once customers demand it and more companies from outside our industry start delivering on that demand, the legacy industry will be forced to comply. It's not a matter of if but when.

Something Else to Consider

The access control industry is changing and becoming more popular in a broader market. Its original purpose of keeping bad people out is being expanded to include allowing the right people in and providing additional value. As a result, the idea that it is the only way to integrate the various parts of the security industry is being challenged. More and more data aggregation, tenant experience, worktech, property management, point of sale, CRM, HR, ERP, and all Enterprise Software companies are seeing our nascent industry as an opportunity to combine with their core offering. This featurization of our industry is a massive threat.

We can summarize this evolution of the business as follows: *our product integrators (access control systems) are being integrated, and the resulting outcome is a value arbitration of our industry to someone else.*

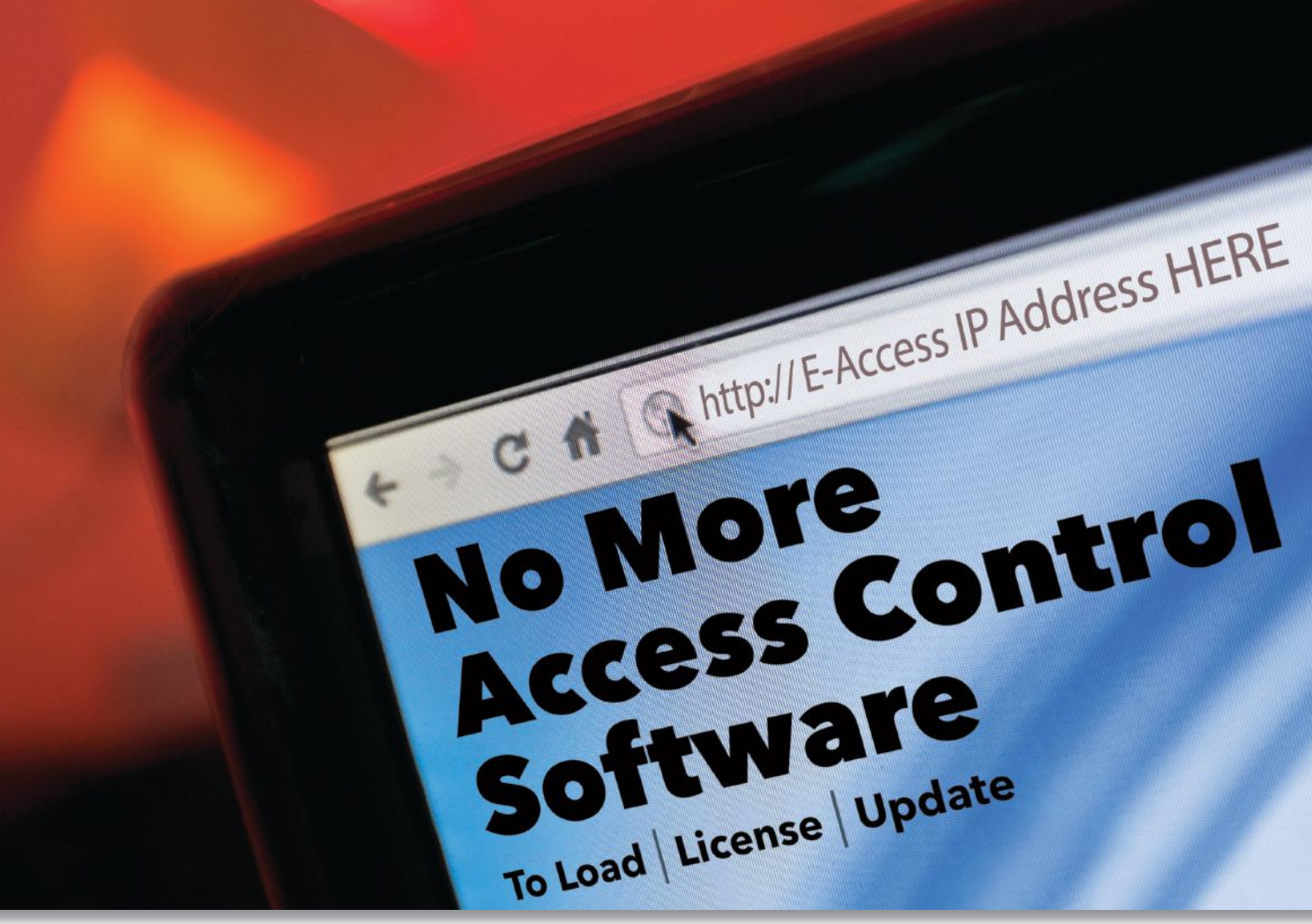
So, what should we do, and how do we participate in or at least attempt to slow this disruption down?

In short, we need to look seriously at how the access control industry views its core offering. As an industry, we must also clearly understand our views on what we value, what we are and are not willing to give up, and what other space we have permission to command, and be aggressive and unapologetic about it. And subsequently, we need to answer the question, is what got us here over the last 30 years going to be what is required for the next 30?

It may be time to stop integrating and start interoperating. The access control industry is an essential utility that delivers a value proposition many wish they had. Let's function as if. AC

About the author

Lee Odess is a globally renowned access control influencer, thought leader, consultant, speaker, and author who has spent his career reimagining the role of access technology in modern connected living experiences. Lee is a big believer that security goes beyond your front door and that true access means the enablement of spaces. Throughout his career, he has leveraged a number of platforms to help owners and operators adopt the latest technology to provide safe access, deliver innovative resident experiences and future-proof buildings. Lee is the independent go-to voice for the access control and smart lock industry. Email him at lee@leeodess.com or call 202-999-8180.



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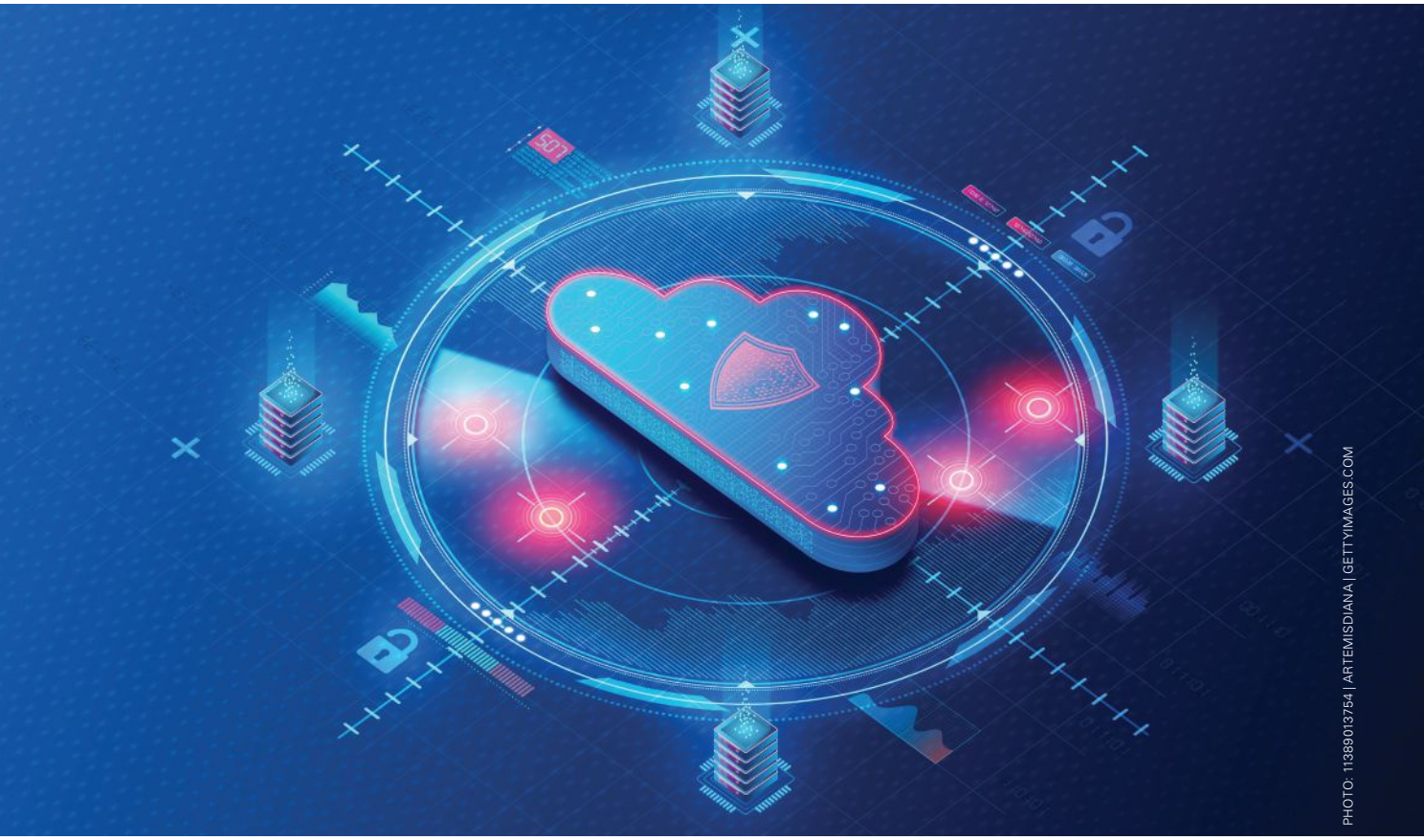

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How Cloud-Based Security **Ignites Digital Transformation**

by Scot Sturges

Access control and other security solutions have seen substantial growth over the last few years; the introduction of the cloud has dramatically impacted organizations in nearly every area: Business processes, data storage, conveyed workspaces, and security. While cloud-based access control has been slower to adopt in the United States, that is beginning to change. Meanwhile, other countries seem to be embracing it at a quicker rate. According to a recent investigation by Markets and Markets, cloud adoption will keep increasing and is expected to grow at a compound annual growth rate (CAGR) of 16.3% between 2021 and 2026.

The Benefits of Cloud-Based Access Control

Cloud-based access control can be a beneficial tool or service for any organization looking to track and manage its access control system, on-site or remotely. When associated with a surveillance system covering access points, a quality access control system confirms that only authorized personnel access the sensitive parts of any secure building. But what separates conventional access control systems from cloud-based access control systems? The significant difference is that while traditional access control systems are generally managed and operated on-site, cloud-based access control systems can be operated virtually anywhere via the cloud. In addition, numerous benefits present themselves to end-users and integrators.

A Straight forward Solution

Cloud-based applications are often considered user-friendly and straightforward to understand. With the mobility supplied by the cloud and flexibility with numerous platforms and devices, security team members with access to the system will presumably find the cloud-based applications preferable over the on-site alternative, given the possibilities for customization and simplicity for each available device. With an exclusively on-premise access control system, training can be prolonged, and more burdens are placed on the leaders of the security team. While most security teams can use on-prem systems appropriately, the cloud creates a streamlined, straightforward solution that safeguards the infrastructure and reduces human error.

Mobility and Flexibility

One of the primary advantages that cloud-based access control systems supply is mobility. With the ability to handle and manage systems via the cloud, users can do so almost anywhere utilizing an Internet connection and a mobile or net browser or app instead of an on-site location. In a post-Covid-19 landscape, this can be a practical ability to possess. The authority to grant and withdraw access from individuals - be it in the office or at home - makes the procedure more manageable for the security team and guarantees that sensitive materials are secured promptly after the loss of an employee. In addition, updating and sustaining the access control system is made easier on the cloud by supplying staff members with access to it remotely, allowing them to create modifications at any time. With standard access control systems, organizations often encounter problems with active key cards that need to be adequately deactivated, constructing potential risks and possible safety violations.

Cost- Effective

Cloud-based systems give companies the option of a lower total cost of ownership. Maintaining the system on the cloud offers numerous benefits compared to entirely on-premises systems. The cloud can save organizations money by offsetting the cost of data storage on-site, the price of powering extra hardware, and excessive on-site servers. Traditional on-premise systems are considered a CAPEX line item, and upfront investment is needed. A cloud-based solution is regarded as an OPEX purchase or operating expense that presents many advantages and ultimately depends on the package selected. By driving access control to the cloud, none of these costs that come with operating on-prem are present, and all of these costs are covered in one payment from your cloud provider.

Cloud users can rest assured that their data is cyber-secure, and their system complies with the latest regulatory, security, and privacy regulations.

Data Redundancy

In the world of access control, possessing data is essential. It enables security teams to track who is permitted access to certain site areas and ensures that individuals are who they say they are. It also guarantees that data is protected in case of an emergency. For instance, power failures, workplace misfortunes, hardware and software malfunctions, and various other factors can generate valuable company data to become compromised. Nevertheless, this is only a matter of concern if the company's security data is stored on-premises.

With the cloud, users can rest assured that their data is cyber-secure, and their system complies with the latest regulatory, security, and privacy regulations. When an organization's access control data is stored in the cloud, they can rest easy knowing that the likelihood of catastrophic data loss is dramatically reduced due to the cloud's redundancy with off-premises data storage. This is not to imply that companies should not store data on-premises, but ensuring data redundancy makes for an ideal insurance approach.

Easy Integrations

Integrations make the world of access control go around. The ability to integrate other valuable, highly sought-after pieces of software quickly and effectively into your hardware or create a piece of software compatible with hardware from other companies is a trait that genuinely places high-quality organizations apart from the rest. Due to the character of the cloud, it is much easier to incorporate access control software into other systems, such as surveillance systems, intercoms, touch screens, and various other applications. As stated earlier, virtually any device with access to the Internet can be made to access the cloud, so it's no wonder that cloud-based access control integrations are quick and easy compared to conventional access control integrations. Just ensure your hardware is compatible with your cloud provider beforehand.

The Final Argument

If organizations are looking to adopt and evolve their security in the age of digital transformation and are wondering if cloud-based access control is necessary, it's paramount to ask this first: What types of organizations require access control? The answer to this question is essentially any organization with assets that need protection, conveying nearly all of them.

Suppose your organization has valuable assets that require monitoring and protection, such as heavy equipment, rare items, costly technology, sensitive materials, data, or any additional mission-critical assets. In that circumstance, your organization could profit significantly from a cloud-based access control system. Overall, cloud-based access control can be an ideal solution for almost every organization, and it can be as grand or small as you deem fit for your building, whatever the size and needs. AC

About the author

Scot Sturges is the Director of Business Development for ACRE North America and is based out of Addison, Texas. He is responsible for identifying new areas of growth and business opportunities for the ACRE portfolio brands. With over 14 years of experience, he is an integral part of the organization and continues to drive key client relationships.

Voice AI vs. Behavioral Biometrics

Examining the divide between technology and use case applications

by Raj Dasgupta

PHOTO: 284887105 | SKORZEWIAK | BIGSTOCK.COM

Beyond AI-generated voice profiles, fraudsters have many different ways to build up a physical biometric profile of a user.

Just last month, federal regulators at the FTC warned that "voice scams" are becoming more complex, targeted, and difficult to stop, due to an increasingly advanced process in which criminals "clone" a person's voice for nefarious purposes. These scams represent an evolution of traditional voice fraud– which relied on criminals impersonating law officers, bank officials, or loved ones in an attempt to persuade the victim to send over funds– typically through a payments platform or other service. While many organizations have adopted physical biometrics like voice confirmation to authorize payments (and lower losses), the advent of AI means that we're now seeing schemes that are increasingly targeted, advanced, and virtually undetectable by traditional security controls.

In the financial sector, specifically, audio-based schemes have become a boon for bad actors looking to defraud customers through impersonation and deceit. With AI-powered voice scams, criminals now have the ability to impersonate a loved one with a higher degree of accuracy, using a simple voice sample to replicate and then call someone requesting money. This new take on an old scheme has become significantly more effective and dangerous.

The most common targets of these attacks are older individuals who typically have lower rates of awareness and security literacy to identify and defend themselves against fraud. Recently, senior citizens in Canada lost up to $200,000 through AI-based voice scams. Even more alarming, criminals can also use stolen voice samples to try and bypass security protocols for a user's bank account, allowing them to freely move about and siphon funds. And, thanks to the rise of social media, there is no shortage of samples for criminals to choose from, leading to a new era where quite literally anyone could be impersonated and used for an attack.

With consumers concerned about protecting their privacy and maintaining security, it begs the question, what are the alternative controls that can be used to secure accounts and are not subject to being stolen or copied by cybercriminals? One solution lies in behavioral biometrics– a machine-learning-based technology that analyzes a user's digital, physical, and cognitive behavior to distinguish between cybercriminals/AI/bot activity and legitimate customers, weeding out the bad actors from the good. As a result, it's imperative to clear up misconceptions regarding behavioral biometrics and other tools that will be essential in defeating scams of the future.

> To understand why behavioral biometrics is essential, we must first understand why traditional safeguards have come up short.

What's the Difference?

To understand why behavioral biometrics is essential, we must first understand why traditional safeguards have come up short. Generative AI today is capable of making sophisticated copies of an individual's physical biometrics, like for example cloning their voice, which can now bypass previously effective methods of authentication.

Beyond AI-generated voice profiles, fraudsters have many different ways to build up a physical biometric profile of a user. They can scour social media and/or employ social engineering tactics to build up sophisticated copies of real photo IDs, simply steal a user's

The long-term ramifications of the generative AI technology rush may not be understood for some time...

smartphone or do a SIM swap to trick the system into letting them into the user's account. Particularly vulnerable to criminal exploitation are Photo ID scans. It's relatively easy to make a realistic copy of one's driver's license or passport and AI can trick even liveness detection systems. In each of these cases, a single breached access point can lead to the criminal accessing the system and then completing any number of illegal activities– most ending with a defrauded customer and the FI left to pick up the pieces.

Instead of relying on these traditional safeguards, FIs are better off establishing a risk-based authentication strategy whereby there is no single point of failure that can provide the fraudster access to the genuine user's account. Even if all the frontline defenses are breached, behavioral biometric intelligence can sniff out signs of risk, alerting fraud teams when subtle anomalies appear, even mid-session, between the user's genuine behavioral profile and the fraudster's AI-generated behavior.

This goes beyond simple voice commands or 2FA and instead uses factors that analyze not only user behavior but how well it matches up to criminal intent. For example, with this technology, it is possible to detect an ongoing scam in real time as the following elements can be picked up as irregular:

- Unusually long sessions and user hesitation when submitting a transaction, which could indicate coercion or intimidation.
- On mobile apps, an active voice call and movement of the voice from ear to mouth and then back again. Intermittent changes in the x,y, and z coordinates of the device also signal unusual user activity while being on their online banking account.

PHOTO: 1462024468 | HIRUN | GETTYIMAGES.COM

- On a desktop web login, aimless mouse motion is considered suspicious and a sign that the fraudster may need time to enchant, coerce and guide its victim. Or the victim needs to maintain the live session before an automated logoff stops a session or a screen saver takes over.

In other words, these systems are not simply relying on a single point of authentication to grant permission– say a voice-activated password– but instead continuously monitoring user behavior to detect anomalies based on past and present inputs. This is in addition to verifying the traditional controls such as location, device fingerprint, and IP address. Behavioral biometrics is not only capable of identifying hacked accounts but also ascertaining when the genuine account owner is acting under duress or being coached by a criminal.

Where Do We Go?

The long-term ramifications of the generative AI technology rush may not be understood for some time. Still, it seems safe to say that operating under true privacy will be, if not already, elusive. It is important for financial organizations to install safeguards that don't rely on information that can be copied, including physical biometrics like voice verification. All entities entrusted with safeguarding consumer privacy will need to have a multi-tiered risk-based authentication approach and institute a rapid response system to ensure that their customers' data is always secure. Behavioral biometrics will fill this need, and crucially, do so without requiring any additional steps on the user's part– making it a seamless, effective, and powerful counter to emerging AI cyber threats. As awareness and adoption of these tools become more commonplace, we'll also see an increased willingness from consumers to use these services, and significant progress made in the fight against fraudsters. AC

About the author

Raj Dasgupta is Senior Director, Global Advisory at BioCatch with over 15 years of Financial Services industry experience in the U.S. has worked for HSBC, Yodlee, Intuit, ID Analytics and TransUnion prior to joining BioCatch. Throughout his career, he has been at the cusp of business and technology advising his customers on how technological solutions can be operationalized to solve real-life business problems

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How to Create a Seamlessly Effective **Video and Access Control System**

Integrating access control with video surveillance requires a thoughtful approach to data protection and privacy

by Darnell Washington, CISSP

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In today's security-conscious world, organizations of all sizes are increasingly recognizing the importance of implementing robust security measures. Two essential components of a comprehensive security system are access control and video surveillance. By integrating these two systems, organizations can enhance their security posture and improve their ability to prevent, detect, and respond to potential threats. With evolving information published and available to defeat these systems (YouTube, google, and a variety of web platforms) countermeasures and best practices must be continually developed and improved for integrating access control with video surveillance to deploy the most effective security solution.

Many solutions, whether wired or wireless, have specific pros and cons and it is essential to obtain adequate information on your environment. You must consider where you are deploying your video and access control systems to make the best decisions relative to the cost of implementation and desired benefits, etc. One key decision that needs to be made is the type of centralized management platform you choose. Milestone, Genetec, Bosch, and larger integrators like Johnson Controls and HID offer enterprise multi-vendor products that integrate video and access control systems seamlessly.

Whatever platform you choose, it should provide a unified interface for monitoring and managing both your access control and surveillance systems, enabling security personnel to view live and recorded video feeds alongside access control events. By having a centralized management platform, your organizations can streamline security operations, reduce response times, and gain a holistic view of your physical security environment.

You can also train systems to detect piggybacking, object left, and data analytics that can detect anomalies and deviations of normal activities with your environment. Don't forget that cybersecurity vulnerabilities must be addressed during this phase and ongoing testing and certification of the systems to ensure exploitation by unauthorized users are mitigated.

Environmental Factors When Considering Access Control and Video Solutions

Regardless of which solution you use, it is important to consider the constraints of your surveillance and access control

needs when choosing between wired and wireless solutions. Factors such as the size of the area, desired coverage, security considerations, and budget will help determine the most suitable option for your situation.

The benefits of wired solutions are reliability, security, consistent performance, and power requirements. Wired systems generally provide a more reliable connection compared to wireless solutions. They are not susceptible to signal interference or interruptions caused by obstacles such as walls or other wireless devices. They are also more secure as they are less prone to hacking or unauthorized access, as they do not rely on wireless signals that can be intercepted. This makes them a preferred choice for sensitive areas where security is paramount. Wired systems also perform more consistently since they are not affected by fluctuations in wireless signal strength. This is crucial for applications that require real-time monitoring and high-quality video transmission. Wired systems can also draw power directly from the electrical grid, or Power over Ethernet (POE), eliminating the need for batteries or charging. This ensures continuous operation and eliminates the risk of power loss.

Wireless solutions are gaining ground, almost comparable to wired systems due to technological advancements (especially in cyber and logical security). Most of the benefits derived from wireless solutions include flexibility and scalability, mobility, and ease of integration with IOT/OT systems. When deploying wireless solutions in challenging places wireless systems can be expanded or relocated inexpensively if an access control setup or configuration change is required. Additionally, wireless systems can integrate with other devices, enabling advanced features and automation. For example, wireless access control systems can be integrated with smart locks, enabling remote control and management of access permissions.

Deploying a Secure Cybersecurity Framework to Your Platform

When integrating access control you should also consider implementing role-based access and privileges for video surveillance. Different security personnel may have varying responsibilities and levels of authorization when it comes to accessing video feeds. By defining specific roles and privileges within the system, organizations can ensure that only authorized individuals can view or retrieve specific video footage. This approach helps maintain data privacy, prevents unauthorized access, and reduces the risk of misuse or tampering. It is recommended that Smart Cards be required as multi-factor identity verification for System Administrator and Audit functions.

Integrating access control with video surveillance requires a thoughtful approach to data protection and privacy. Organizations must comply with relevant regulations and standards governing the collection, storage, and use of personal data captured by video surveillance systems. It is crucial to establish clear policies and procedures that secure the handling and retention of video footage and limit access to authorized personnel only. Implementing encryption, secure storage, and regular data backups are also essential practices to protect sensitive information.

AI-Based Analytics and Alerts

Using Artificial Intelligence (AI) based intelligent analytics and alerts is another great best practice for integrating seamless video and access control systems. Advanced video analytics can automatically analyze video feeds and detect unusual or predefined events, such as unauthorized access attempts or loitering. When such events are identified, the system can generate real-time alerts to notify security personnel.

Integrating these analytics with access control data enables a more proactive security approach, helping to prevent incidents before they escalate. Training analytics is not always an easy task, but the more work that is done up front makes the entire process easier.

> Creating an effective Video and Access Control system is not possible without a comprehensive log and audit system.

Seamlessly integrating advanced video analytics can analyze video footage in real-time or post-event to detect and identify objects, people, behaviors, and events. This includes features like object detection, facial recognition, license plate recognition, intrusion detection, people counting, and crowd detection. This analytics help in generating alerts based on specific criteria, such as detecting unauthorized access, loitering, or unusual behavior. A one size fits all approach never fits this scenario when creating an effective video and access control system.

Video and Access Control Analytics focuses on analyzing data to identify patterns, anomalies, and potential security risks. This may involve monitoring access logs, user behavior, access attempts, and access patterns to detect suspicious activities or policy violations. Using Artificial Intelligence (AI) analytics in access control systems can generate alerts for predictive or actual events like multiple failed access attempts, access outside of authorized hours, or attempts to gain access with invalid credentials.

Behavior analytics leverage machine learning and AI algorithms to analyze patterns of behavior within access control and video surveillance systems. This can include identifying normal behavioral patterns and detecting anomalies that may indicate potential security threats. For example, unusual movements, loitering in restricted areas, or repeated access attempts can trigger alerts for further investigation.

Event correlation involves integrating data from various sources, such as access

control events, video surveillance footage, alarm systems, and other sensors. By correlating events across multiple systems, it becomes possible to identify complex relationships and trigger alerts based on specific combinations of events. For instance, if an access control event coincides with a specific video surveillance event, it may warrant immediate attention and generate an alert.

Predictive AI and/or Real-time alerting ensures that security personnel is notified immediately when a security event or anomaly occurs or has the potential of occurring. Alerts can be delivered through various channels such as email, SMS, push notifications, or integration with centralized security management platforms. The ability to customize and prioritize alerts based on severity and context is crucial for effective incident response.

A Hotkey should be enabled to enable the operator to flag a suspicious event or alert for further review, and logs should be maintained for a minimum of three months to correlate potential events to suspicious activity. Quite often logs are not reviewed by humans on a periodic basis, leading to security failures and loss.

AI-based Intelligent dashboards provide a visual representation of analytics results, key performance indicators (KPIs), and security metrics. These dashboards enable security operators to monitor and analyze data effectively, identify trends, and respond proactively to security incidents. Reporting capabilities allow for historical analysis, performance evaluation, and compliance auditing.

Tying it All Together- Logs and Audit Systems

Creating an effective Video and Access Control system is not possible without a comprehensive log and audit system. Access control and Event logs can be generated from various sources, including physical security systems (such as surveillance cameras, access control systems, and alarm systems), network devices (like firewalls, routers, and switches), servers, applications, and user activity tracking mechanisms. These logs not only provide assurance that the systems are working properly, but they also serve as valuable sources of information for incident response, forensic investigations, compliance audits, and continuous monitoring of security measures.

These types of logs capture diverse aspects of security events. Physical security, logs may include video footage, access control records, and sensor data. Cybersecurity logs can include system logs (such as Windows Event Logs or Syslogs), application logs, firewall logs, intrusion detection system (IDS) logs, antivirus logs, and more. Logs must be protected against cyber threats and unintentional deletion one of the first things cyber attackers seek to do is to delete control and event logs to hide their tracks.

By synchronizing and correlating these event and audit logs from video and access control systems you will effectively enhance incident response capabilities, strengthen security measures, and mitigate future risks. The ability to monitor event logs provides a historical record of events, enabling security teams to identify patterns and detect deviations and anomalies – including internal threats from inside your organization.

Linking events from synchronized systems reduces the substantial effort required to piecemeal relevant artifacts together in the event of an incident. Video and access control events, such as card swipes or door unlocks, should be capable of tying corresponding video footage within specific time intervals.

When an access control event occurs, the associated video feed should automatically display on the monitoring screen, providing real-time visual verification of the event. This correlation helps security personnel quickly identify any potential security breaches or suspicious activities, allowing them to take immediate action.

The system logs should be regularly reviewed and evaluated for log content, and log management to enable searching to identify anomalies and deviations and retained for a period required by regulatory agencies or corporate policy.

A tailored approach is recommended when implementing an integrated access control and video surveillance solution.

Conclusion

It is important to remember that each organization's security requirements may differ, so a tailored approach is recommended when implementing an integrated access control and video surveillance solution. While no system is flawless integrating a seamless video and access control system on a single framework can be a powerful way to cost-effectively enhance security measures and mitigate potential risks. By evaluating the environmental factors, and following cybersecurity standards to prevent security breaches, and deploying intelligent AI-based alerts to system logs, and synchronizing the data --operators can easily make determinations and quick responses to incidents and /or threats quickly and effectively. AC

About the author

Darnell Washington, CISSP, is the President of SecureXperts. He is an industry-recognized thought leader, educator, public speaker, and entrepreneur specializing in the development, design, and implementation of commercial and industrial technologies in cybersecurity, systems automation, and critical manufacturing. He has developed leading-edge technology for international defense, government, aerospace, commercial and public/private sectors.

Access Chaos is More Than a Cryptic Buzzword

For 50 years we have had to live with physical access control systems that were not manageable at any large scale.

by Ray Bernard, PSP, CHS-III

PHOTO: 1362024168 | HIRUN | GETTY IMAGES.COM

When I first heard the term Access Chaos, I thought it was likely to be a marketing term of little practical use. Digging deeper, I learned that it is being used to describe a 50-year-old situation: that physical access control privileges are less and less manageable as two things grow in size: the number of electronically controlled doors or gates, and the number of access cards or credential holders in the system.

Recently I heard one particular company's story. They have 25,000 employees. Every year 2,000 individuals exit the company, 2,500 are hired to backfill empty positions or fill new ones, 800 change roles or working locations, 1,000 are added due to acquisitions, and another 500 left due to subsidiary sell-offs. On average, 25% of all people's records change every year. That's 6,250 personnel changes.

They believe it likely that hundreds of their people have inappropriate access resulting from a variety of human mistakes, many of which are bound to relate to critical asset areas.

Fortune 500 Companies

Only a small percentage of Fortune 500 companies have company-wide identity management systems and dedicated people who perform oversight on the access chaos factors. But most large business organizations just can't dedicate personnel to the task and aren't really aware of the true risks involved.

> Traditional physical security systems rely on relational databases for their data storage.

Any of the access privilege errors can result in multiple access violations. But because the changes are ongoing, they don't have any practical way of knowing where the errors are.

Furthermore, some percentage of the access privilege errors are cumulative, meaning that they are not solved by people leaving the company. *Thus, incorrect access liability grows each year, and the organization is increasingly subject to the very threats the access control system was designed to prevent.*

This is the situation that RightCrowd **(www.RightCrowd.com)** has accurately labeled "Access Chaos." Per my own observations over the years, it exists with most employee populations that have over 1,000 access privilege holders. The larger the employee population, the greater the number of cardholders with unintended access privileges to critical asset areas.

In addition to access errors within the access control system itself, there are also other access control factors that are managed manually, and often serious corporate liabilities exist because of human errors in their management. Two of them are insurance and training requirements.

For personnel safety and other reasons, access to hazardous operations areas requires individual safety training. Additionally, contractors working on-site often have insurance coverage requirements. A serious or fatal on-the-job accident caused by an untrained person or an uninsured person can result in a multi-million-dollar settlement, not to mention the business interruption and the demoralizing effect on workers in the operations area.

But this has always been the case. So why create the label now?

Access Analytics

RightCrowd has introduced a new cloud application that the company says, once and for all, lets you put an end to access chaos.

Called *Access Analytics*, it allows physical security, OT teams, IT, HR and business personnel to collaborate, review and take action to correct inappropriate physical or logical access to any assets and enterprise systems using a single graphical view that can present the access privilege information from multiple perspectives.

It can answer simple questions like, "Whose safety training is expiring within the next 30 days?" Access Analytics can initiate a notification to the individuals who need to redo their training, the people who manage their access privileges, and the supervisors who may need to help facilitate the time off work for training.

Why hasn't anyone done this before? Well, it simply wasn't possible using the database technologies that have been available – until now.

Access Analytics is a lightweight software that works with daily input feeds, typically a simple CSV file exported from the systems with access privilege information.

It puts the data into a *graph database*, a new type of database that can be used to store information about people and assets and the requirements and relationships that relate to them. A graph database is a special kind of database built to hold and navigate billions of relationships and query them with millisecond latency.

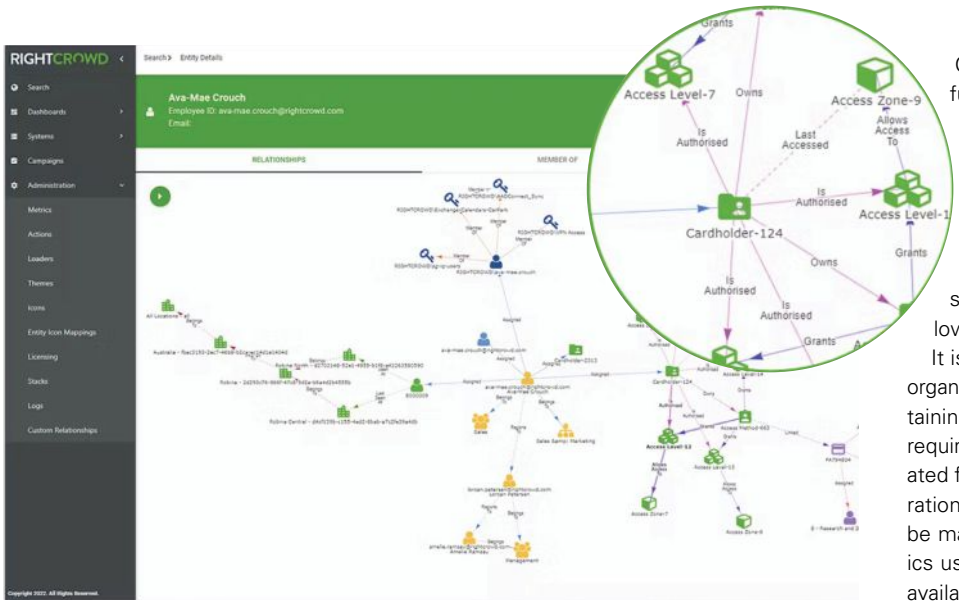

Figure 1. View of particular cardholders' access-privilege-related data
PHOTO: RIGHTCROWD.COM

The Profium website describes the two following graph database use cases.

How is it possible that LinkedIn can show all your 1st-, 2nd-, and 3rd-degree connections, and the mutual contacts with your 2nd-level contacts, all in real-time? It's because LinkedIn organizes its entire contact network of 660+ million users using a graph database. Netflix uses a graph database for its Digital Asset Management (DAM) because it is a perfect way to track which movies (assets) each viewer has already watched, and which movies they are allowed to watch (access management). Note also that Identity and Access Management (IAM) has an essential role in DAM.

Traditional physical security systems rely on relational databases for their data storage. Relational databases aren't designed to manage the scale and complexity required for the kinds of multi-faceted access control that large organizations need.

The graph database, plus RightCrowd's patented way of using it, is what makes the performance of Access Analytics possible.

Access Analytics works with any access privilege management software, including traditional physical access control systems, Microsoft Active Directory, visitor management systems, parking access management systems, physical lock and key management software, HR systems, learning management systems and so on. It works for physical card credentials of all types, as well as mobile device digital credentials. The application is future-proof in the sense that it can work with all the systems and credentials in place now, plus those that will be adopted in the future.

You can also include logical access as well. For example, people who have access to a physical security system VPN.

Using Access Analytics

Access Analytics is a tool that uses your existing access management roles, responsibilities, processes and procedures to correct access privilege errors.

It does this by providing notifications to the access decision-makers, who can use the Access Analytics main view **(see Figure 1.)** to see the full context for the recommendation if needed.

Often there is no need to consult the full view, because the rationale behind the recommendation is obvious, such as to remove a cardholder because the person's employment was terminated, as shown in **Figure 2.**

There are no automatic access changes made to any access control systems or databases, thus it is a very low-risk deployment.

It is also future-proof because when an organization adds or removes a system containing access privilege information, it only requires a new CSV file data feed to be created for the addition and a simple configuration change in Access Analytics that can be made by an authorized Access Analytics user. (There are other data feed types available. The CSV file is the simplest one and is most commonly used.)

Self-Paced Adoption

Access Analytics can be deployed one site at a time, beginning with the highest- headcount sites (the highest risk of access privilege errors) and moving on from there. It establishes immediate visibility into the current state of access privileges, which can be viewed by the facility, access control system, or privilege holders.

It can also consider the future state, such as access privilege requirements that are about to expire, as exist for licenses, insurance, training and certifications.

Rules

An important feature of Access Analytics is its use of rules. Access Analytics provides a set of default rules, for example,

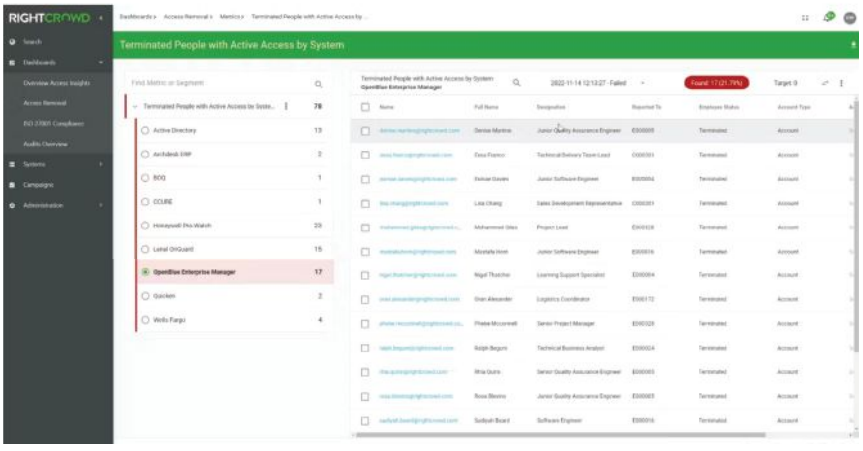

Figure 2. List of terminated people who still have access privileges
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that terminated people should not have access privileges. Users can add custom rules, defining, for instance, that people on a leave of absence should have their access privileges suspended.

Once a few sites or access control systems have been enrolled in Access Analytics, and any important custom rules have been established, enrollment of additional sites can be accomplished in sequence or in parallel – at whatever pace is non-burdensome.

> Using Access Analytics to resolve the access chaos problem prior to large-scale upgrades will lower the cost and shorten the timeframe of the upgrade.

Auditability

A key shortcoming of physical access control systems has been the lack of auditability regarding access privileges. Even for companies who have very specific access control policies and procedures for physical access management, auditing conformance to those requirements has not been possible.

Additionally, Access Analytics eliminates manual access management processes as single points of failure in access management. Incorporating it as part of the physical access control system deployment provides daily automated assurance against manual errors and process incomplete workflows (such as can happen with vacations, transfers, travel, etc.).

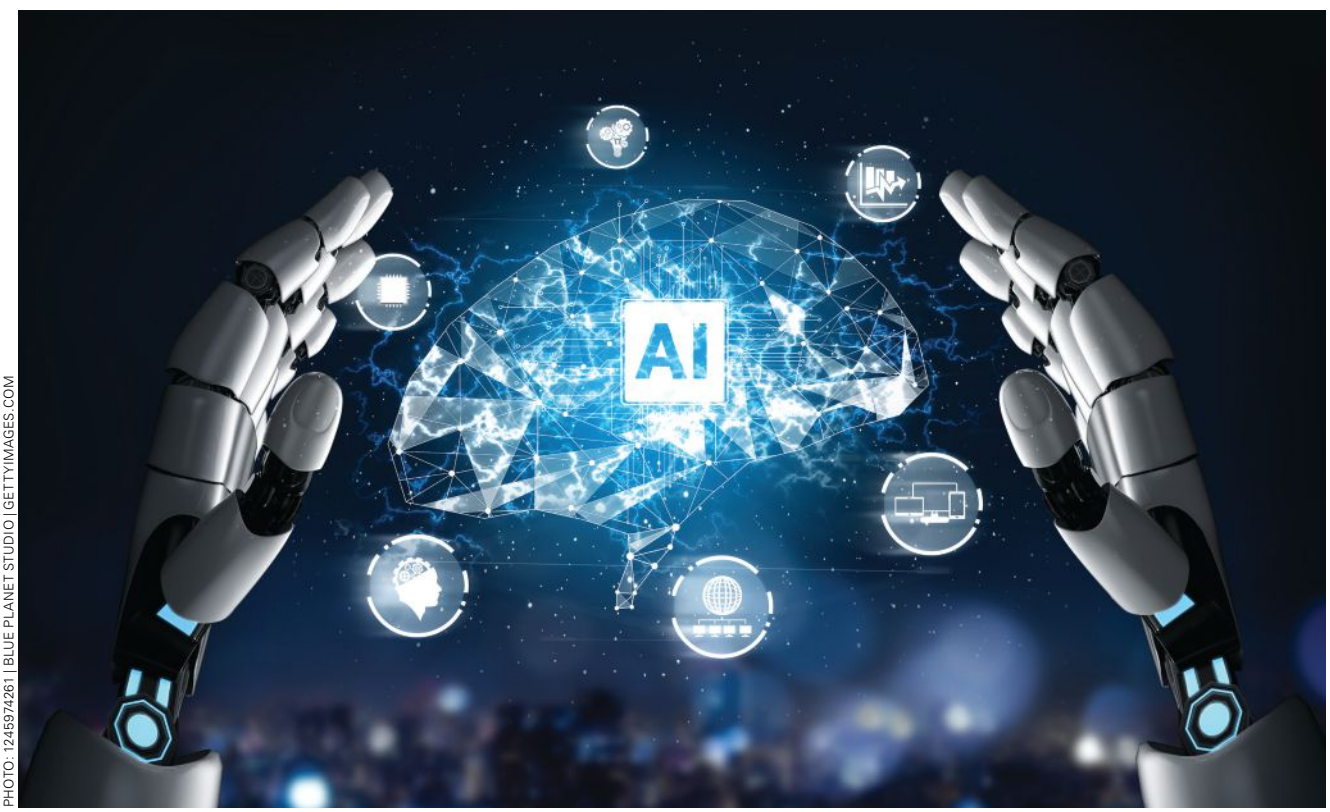
Physical Access Control System Upgrades

Many companies are currently considering upgrading multiple disparate physical access control systems to standardize on a single access management software product. Sometimes that upgrade is software-based, such as for deployments based on Mercury Security hardware, and sometimes it involves hardware as well.

Any such deployment project can be simplified by performing access-privilege cleanup prior to performing the upgrade. Historically, some companies have decided to fix their access chaos problem by re-credentialing all individuals and starting from scratch with the assignment of access privileges. That approach is highly disruptive, always takes longer than estimated, and doesn't keep access chaos from creeping in again, which is what always happens.

Other companies have simply exported the cardholder and privilege data from their existing access control systems and imported it into the new system. This preserves the access chaos without providing a means to correct it.

Companies take this approach when they don't realize the full extent of their



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access chaos and wrongly assume that somehow the new system will let them manage access privileges better.

Using Access Analytics to resolve the access chaos problem prior to large-scale upgrades will lower the cost and shorten the timeframe of the upgrade. It will enable progressive upgrades at any pace that makes sense, and ensure that access privileges are always correct throughout the upgrade.

There will be no "limbo" state for access privileges where no one is sure where access privileges stand until the upgrade is complete. This can be critically important for organizations with regulatory requirements relating to physical access control.

Knowing vs. Assuming

For the first time in the history of physical access control, it's possible to know the exact state of access privileges. This writer has been involved in several dozen large-scale access control upgrade projects. In every case, the state of access control privileges was always much worse than anyone had thought. Unraveling the mess always impacted project execution time.

This article is not a full description of the Access Analytics product. It has only scratched the surface of its features and the extent of its application. The main points are these. For the first time in the 50-year history of physical access control systems, physical access privileges can be managed fully and accurately, and in a non-burdensome way – for any sizeable access control system deployment, no matter how many brands of access control systems there are, and regardless of the number of sites. Until now, the technology did not exist (modern graph databases and cloud computing) that could handle the management of the complex factors involved in truly comprehensive access management.

There are other factors, such as the cyber strength of access credentials, tailgating, and the trend toward open-space building floor plans. However, addressing those factors is practically meaningless if there is no tight control on access privileges. AC

About the author

Ray Bernard, PSP CHS-III, is the principal consultant for Ray Bernard Consulting Services (RBCS), a firm that provides security consulting services for public and private facilities **(www.go-rbcs.com)**In 2018 IFSEC Global listed Ray as #12 in the world's Top 30 Security Thought Leaders. He is the author of the Elsevier book Security Technology Convergence Insights available on Amazon. Follow Ray on Twitter: @RayBernardRBCS.

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Tips on Automatic Door Controls and Restroom **Code Compliance Applications**

Building codes continually evolve so it is incumbent that security practitioners stay current

by SecurityInfoWatch.com Staff

Applications for access control are wide and varied. Countless enterprises across all industry sectors have adapted varying access control technologies and capabilities to meet their site-specific needs and requirements. Together with their systems integrations partners, stakeholders can determine the access measures that are best tailored to their individual facilities.

However, when it comes to automatic door control and code compliance in restroom applications, the requirements are typically spelled out very clearly and in no uncertain terms. The Ontario Building Code (OBC), which went into effect on January 1, 2015, for example, mandated the installation of emergency call systems in barrier-free and universal washrooms. Although the code requirements were originally only applicable to the province of Ontario, Canada, they continue to serve as a model for emerging code requirements for emergency call systems in universal washrooms across North America.

Codes & Standard — What You Need to Know

Barrier-free access to buildings and restroom facilities is mandated across North America by state or provincial building codes. In the U.S., barrier-free access is also mandated by federal law but allows interpretation and enforcement to be determined by each individual state.

In Canada on the other hand, the National Building Code provides a model building code that is used where no provincial code is adopted and also forms the basis for all provincial building codes. The result of these vastly different approaches is that the Canadian requirements for automatic doors on restrooms are uniform whereas the American requirements can vary markedly from state to state. Both end users and systems integrators should refer to the specific building codes that apply in their particular state.

There is one common objective, however, and that is to provide high visibility and enhanced user convenience in ADA-compliant automatic door applications. Therefore, having a solid understanding of The Americans with Disabilities Act (ADA) is so important.

Restroom control kits should provide a complete solution that includes 'Push/Wave to Open' and 'Push/Wave to Lock' activation switches, a 2 Amp. power supply and controller in a small metal cabinet, 'universal' electric strike, and door contacts.

PHOTO: COURTESY OF CAMDEN

The Americans with Disabilities Act (ADA)

A federal law, ADA, is designed to provide equal access for all citizens. All buildings that are open to the public are required to provide equal access for people with disabilities. All visitors and occupants must be able to safely enter and exit the building and move throughout the building without obstruction. There are two key technical regulations that inform the Americans with Disability Act. These are the ADA Accessibility Guidelines (ADAAG) and the Uniform Federal Accessibility Standard (UFAS). Both the ADAAG and UFAS are based in large part on the technical criteria that is specified in the national voluntary consensus standard, ANSI A117.1

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Understanding ANSI Standards

The American National Standard Institute (ANSI) is a private, nonprofit membership organization that provides a voluntary system for the development of standards, including those applicable to the installation of automatic doors.

There are two ANSI standards that are commonly cited by both U.S. and Canadian building codes in regard to automatic doors in restrooms: ANSI A117.1 is the standard for Buildings and Facilities - Providing Accessibility and Usability for Physically Disabled People, and ANSI A156.19, which is the standard for Power Assist and Low Energy Power Operated Doors.

applicable codes and requirements. They represent a growing segment of the access control market as the industry is experiencing rapid growth in the installation of automatic operators on restroom doors, as well as in a wider scope of building occupancies. Restroom control kits should provide a complete solution that includes 'Push/Wave to Open' and 'Push/Wave to Lock' activation switches, a 2 Amp. power supply and controller in a small metal cabinet, 'universal' electric strike, and door contacts.

New capabilities of traditional devices, and the introduction of completely new types of system components, are markedly improving restroom access for people with disabilities. Although the control of automatic doors in restrooms has traditionally employed much all of the same components as those used in entrance/egress applications, current restroom control systems leverage a range of components that have been designed to serve these specific requirements.

> Restroom control privacy systems are comprised of various system components and are designed to keep in compliance with applicable codes and requirements.

Building Codes

Because each U.S. state has the authority to interpret federal ADA requirements and to legislate those requirements as law as they see fit, many states have different approaches to accessibility regulations. Some states have adopted ANSI A117.1, the UFAS, ADAAG or model building codes (such as the International Building Code or Universal Building Code), all of which are relatively similar. Another group of states relies on one or another of those sources as a basis for their regulations but have other requirements and do not reference them by name.

- A third and smaller group of states have legislated their own unique standard and code requirements. In addition to these building codes, there are others that your restroom project may need to comply with. The NFPA National Fire Code or International Fire Code is of particular importance, and because restroom doors are egress doors, compliance will be required by the local AHJ.

Types of Systems

Restroom control privacy systems are comprised of various system components and are designed to keep in compliance with

A system includes 4 basic components:

- An electrified lock - this can be a strike, magnetic lock, or electrified cylindrical or mortise lockset
- An activation device to energize the electrified lock - this can be a push button, push plate switch, or presence detector, such as a PIR or ultrasonic detector
- A visual 'occupied' or 'vacant' indicator – which can be a LED annunciator outside the locker room to let building occupants know that the room is unavailable.
- A visual 'locked' indicator -- This indicator is placed inside the room to let occupants know that the door is locked.

Secured or Unsecured Locks Systems

- Unsecured (unlocked) rooms entered by a manual lockset or electronic activation device -- By far, the most common
- Secured (locked) rooms entered by using a keypad, card reader or remote activation device (wired or wireless). Often used to control vagrancy and other unauthorized use of the room

Wireless Systems

Sometimes it can be difficult to run wired systems. Advances in wireless technologies have enabled the introduction of normally unlocked, restroom control systems with battery-powered wireless activation switches. 'Occupied' / 'vacant' annunciation outside the restroom, and 'locked'/'unlocked' annunciation inside the restroom can be provided by door jamb mounted narrow 1/2" LED annunciators, making wireless installations possible and compliant.

Applications and Opportunities

There's a wide range of applications for restroom control privacy systems. These include shared restrooms (2 doors accessing a common restroom), nursing stations, and ADA-compliant 'Universal' restrooms (barrier-free systems with automatic door operators) that are common in healthcare facilities mandated by building codes in commercial buildings. Other configurations for remote door locking include interrogation rooms, dressing rooms and meeting rooms.

As building codes and requirements continue to evolve, it's critically important for facility teams and systems integrators to stay abreast of the latest solutions to ensure that restroom control/privacy systems are delivering what's needed for users as well as for compliance. AC

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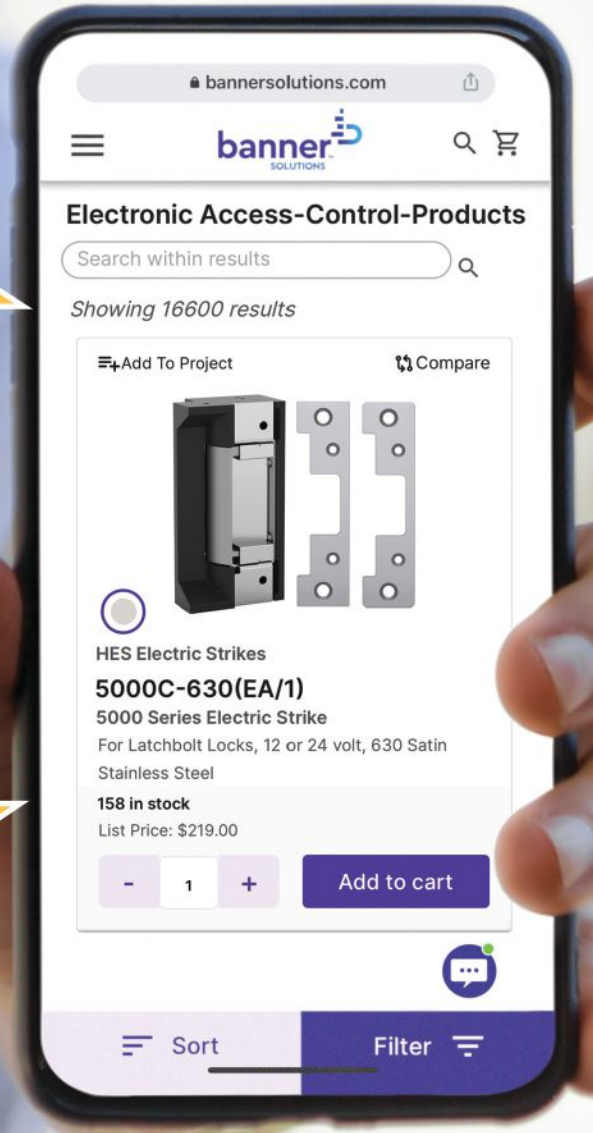

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Industry Insights: ACRE President, Americas, John Skowronski

With so much change, ACRE is at a pivotal moment in the company's history as the new President explains in this exclusive interview

by Paul Ragusa

There have been some major changes these past few years at ACRE, parent company to well-known brands including RS2 Technologies, Open Options, ComNet, Razberi and Feenics. About a year ago, ACRE founder and longtime CEO – and voice and face of the company since its formation in 2012 – Joe Grillo announced his retirement. Grillo, who helped lead the organization's growth to more than 500 employees in more than 25 countries, passed the reins over to new CEO Don Joos, who has held leadership positions at TPx Communications and PGi, both Siris portfolio companies, as well as at ShoreTel and Avaya. As ACRE's Chairman of the Board of Directors, Tzachi Wiesenfeld, pointed out at the time, "Don joins the company at a pivotal time and is primed to deliver great leadership capacity."

Grillo's retirement followed on the heels of ACRE getting acquired by UK-based private equity firm Triton, which has approximately 50 companies in its portfolio with combined sales of more than €18 billion, with more than 100,000 employees. Since the Triton deal, ACRE has made several notable acquisitions, including bringing on cloud pioneer, Feenics, for example, further solidifying its foothold in the access control market.

In April, ACRE announced a new President, Americas, John Skowronski, a respected business executive and technology leader with more than 30 years of experience in senior leadership roles. He most recently served as President of Stanley Security North America, where he oversaw the company's operations for the US, Canada, and Mexico. Over the course of his career, he has held senior-level roles with ADT, Tyco International, UTC and Stanley Black & Decker. In addition to Skowronski, ACRE added a Chief Technology Officer, Darren Learmonth, an experienced technology leader with a demonstrated history of product development and innovation within the security and the Internet of Things segments, previously holding executive roles with Nortek, HID, ASSA ABLOY and Silicon Labs.

Security Business magazine caught up with Skowronski to pick his brain on the future of one of the largest global access control companies in security, as well as his thoughts on how ACRE has been able to steer the ship through all these changes the past few years.

ACRE announced a new President, Americas, John Skowronski.

Security Business: ACRE has added several key executive positions since April, particularly with you and Darren Learmonth as CTO. Does this represent a shift in the company's strategy moving forward?

Skowronski: This year, our focus lies on establishing essential foundations for our business and that includes investing in individuals who possess expertise in this field or related industries. Striking a balance is crucial. We recognize the importance of having a team well-versed

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in the ins and outs of the security industry while welcoming those from outside the market who can question our existing approaches and norms.

The ACRE security team was built to help us view things from diverse perspectives. We have the advantage of fresh eyes that bring unique insights. This foundation enables us to tackle problems more effectively, as people are encouraged to challenge the status quo.

SB: Many companies in this industry (like ASSA ABLOY and Johnson Controls, etc.) are a roll-up of several brands, and each brand has its own identity within the company. What is your vision for the future of ACRE and its many different brands?

Skowronski: People have perceived ACRE security as primarily being a holding company. However, the fact is that ACRE is a fully operational global business. We offer a diverse range of portfolios that address critical verticals and essential business challenges for our customers. We possess a clear vision of our position in terms of cloud access control versus on-premises access control. And we have distinct strategies for market segments, visitor management, and intrusion. These areas represent the core aspects of our business.

At ISC West this year, we unveiled our refreshed brand and a mission to unify our product brands under the ACRE umbrella to create fluid solutions that are agile and responsive to the industry's evolving needs. We're still committed to providing the highest level of security for customers, helping them eliminate customer risk with our expertise and experience. We still deliver a single, powerful solution set that aims to help customers protect what is most important to them – their people and assets.

SB: Likewise, ACRE seemed to be a collection of predominantly access control brands – many of which (Vanderbilt, Open Options and others) had overlapping technologies and capabilities. What is the vision or roadmap for the access control technologies at ACRE?

Skowronski: Looking back at the company's history, it was originally established with a competitive mindset. However, as we strive for long-term, scalable growth, we need to cultivate a focused approach.

> "We possess a clear vision of our position in terms of cloud access control versus on-premises access control."
> — John Skowronski

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Our customer base is broad and where they are in their digital transformation efforts varies. Some of our customers still rely on on-premises systems while others are pure cloud. Therefore, our objective is to provide our customers with clear migration paths toward more advanced solutions, particularly in the realm of cloud technology. With ACRE, you have access to a single portfolio of intuitive on-premises, cloud, and hybrid security solutions. So, you have everything you need to keep your most important assets safe.

SB: How does technology like Comnet and Razberi fit into that mix?

Skowronski: Comnet and Razberi play a significant role in the mix. Comnet offers valuable networking and connectivity solutions that enhance the overall functionality and performance of our systems. Razberi offers complimentary technology to ComNet's and its cybersecurity protection software, system health monitoring, and servers enhance the value of our brands. Both products allow us to optimize our operations, enhance customer experiences, and facilitate the migration toward more advanced and future-proof solutions.

SB: What lessons from Stanley, Tyco, ADT, etc., will help you in this new role at ACRE?

Skowronski: Throughout my career, I have been fortunate to collaborate with numerous leading organizations. Many of these businesses have undergone the process of consolidating multiple brands and businesses into a unified entity. Drawing from my past experiences and active involvement in driving such initiatives, I am well-equipped to support acre security in its consolidation endeavors.

I've also been through industry changes before. As the physical security industry moves toward a software-centric approach, relying less on hardware solutions alone, I can help ACRE in navigating this evolving landscape. It is crucial that we understand the changing needs and preferences of our customers and dealers as the industry undergoes these shifts.

SB: Do you foresee the same level of M&A activity moving forward for the company, and are there certain technologies or vertical market areas where you are looking to grow or expand?

Skowronski: We are actively focused on both organic and inorganic growth, with an active pipeline of opportunities in North America and Europe. We will continue to pursue M&A deals and remain engaged in the market as we progress through the next three years. Our approach is driven by recognizing the fragmented nature of the industry and evaluating opportunities for consolidation. Additionally, we are keen on leveraging innovative technologies that can expedite our time to market by seamlessly integrating with our solutions. We are also interested in technologies that can help expand our addressable market. These areas remain a constant source of interest for us. AC

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